Trade and Industry

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Front cover photograph

Nearly every industrial process involves the use of pumps and every new technological advance brings in its train new pumping requirements. To meet these requirements, Ryaland Pumps Ltd. of Altrincham, Cheshire, produce an extremely wide range of pumps which are exported throughout the world; recent examples being pumps for Cuba, Brazil and Chile.

The photograph used for the cover is one of several specially commissioned by Ryaland's managing director Paul E. Kientsch to mark the company's 25 years in pumping.

As well as producing pumps, Ryaland offer customers a very comprehensive technical before- and after-sales service through their network of service engineers and technical sales representatives.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last Published
Air Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	8 July 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	23 Sept. 1970
UK balance of payments (Q)	9 Sept. 1970
Bankruptcy orders (Q)	29 July 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	14 Oct. 1970
Industry's investment intentions (3 times a year)	14 Oct. 1970
Catering trades turnover (M)	14 Oct. 1970
Chemicals industry (Q)	19 Aug. 1970
Companies:	
Acquisitions and mergers (Q)	19 Aug. 1970
New companies registered:	
Gt. Britain (M)	14 Oct. 1970
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	7 Oct. 1970
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	7 Oct. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	16 Sept. 1970
Electronics industry:	
Electronics capital equipment deliveries esearch and development (Q)	5 Aug. 1970
Engineering and electrical goods:	
Production exports and orders (M)	23 Sept. 1970
Film industry:	
British Film Fund Agency returns (M)	14 Oct. 1970
Cinema admissions and takings (M)	14 Oct. 1970
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	9 Sept. 1970
Footwear industry orders and deliveries (M)	23 Sept. 1970
Foreign trade:	
EFTA trade (Q)	2 Sept. 1970
Industrial countries trade and production (Q)	5 Aug. 1970
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	14 Oct. 1970
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	5 Aug. 1970
Gold and convertible currency reserves (M)	7 Oct. 1970
Hairdressing trades turnover (M)	14 Oct. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Aug. 1970
Business (M)	7 Oct. 1970
Industrial building (Q)	29 July 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	23 Sept. 1970
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investment (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	14 Oct. 1970
Machine tools deliveries and orders (Q)	14 Oct. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 197
Analysis of production (Q)	5 Aug. 197
Deliveries (Q)	5 Aug. 197
Production (M)	7 Oct. 197
Volume of production (M)	7 Oct. 197
Motor industry:	
Car and commercial vehicle production (M)	7 Oct. 197
Motor trades turnover (M)	This week
Office development permits (Q)	19 Aug. 197
Partnerships registered (A)	8 April 197
Pension funds:	
Assets (A)	19 Aug. 197
Retail prices index (M)	23 Sept. 197
Retail trades:	
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N. Ireland index (M)	This week
Royalty transactions (A)	25 Mar. 197
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 197
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Distributive and service trades (A)	12 Aug. 197
Industry's stocks (Q)	14 Oct. 197
Retail (M)	14 Oct. 197
Television:	
Overseas payments and earnings (A)	22 July 197
Textiles:	
Clothing and textile orders and deliveries (M)	23 Sept. 197
Cotton production (M)	23 Sept. 197
Hosiery production (M)	23 Sept. 197
Wholesale houses sales (M)	14 Oct. 197
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International tourism (A)	23 Sept. 197
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Average prices of selected commodities (A)	25 Feb. 197
Index nos. (M)	This week

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The new Department of Trade and Industry

THE new Department of Trade and Industry (DTI) unifies the trade and industrial policy functions hitherto carried on separately by the Board of Trade and the Ministry of Technology.

It carries responsibility, too, for Government policy towards monopolies and mergers transferred to it from the Department of Employment and Productivity (renamed the Department of Employment).

The DTI's central aim is to help British industry and commerce achieve even greater international competitiveness. Its main approach will be to establish a general framework of requirements, incentives and restraints within which firms can operate as freely as possible to their individual advantage. This includes creating as favourable an international environment as possible for British industry.

One of the Department's particular objectives will be to help British firms to prepare for the competition they are likely to meet if Britain becomes part of the European Economic Community.

Among the important matters facing the new department are:

(i) developing the Government's general industrial and commercial policy and its relations with individual industries;

(ii) overseas relations and exports, including a major share in the negotiations for membership of the EEC and responsibility for the Government's export promotion work and services to British exporters;

(iii) regional industrial development;

(iv) future policy on monopolies and mergers;

(v) company law;

(vi) reform of the patents system in the light of the Banks Committee's recommendations;

(vii) energy policy, both long- and short-term;

(viii) pay and pricing in those nationalized industries for which it is responsible – (electricity, gas, coal, atomic energy, steel, airlines and airports);

(ix) civil aviation questions, including the recommendations of the Edwards Committee for a second force airline, a Civil Aviation Authority and an Airways Board, and other issues including alleviation of aircraft noise and the third London Airport;

(x) shipping questions, including those following the Rochdale Inquiry into shipping, and the continued struggle against oil pollution at sea.

The Government sees notable advantages in the new grouping. For example, the DTI will be able to avoid the unreal split between 'internal' and 'external' aspects of commerce and industry inherent in the old arrangements. It will greatly simplify industry's contacts with the Government. General industrial and commercial services (company law, standards, patents, etc.) will all be the responsibility of a single Department as will the Government's relations with individual manufacturing and service industries. Moreover allocation of public resources to industry (both public and private) will, with a few exceptions, be the responsibility of the Secretary of State, making it possible to formulate a single policy and operate it consistently. Finally the DTI's unified structure will significantly simplify relations with the European Communities, in the event of success in our negotiations for membership.

OUR NEW TITLE

The new title, Trade and Industry incorporating the Board of Trade Journal, *which begins with this issue, is in consequence of the amalgamation of the Board of Trade and the Ministry of Technology to form the Department of Trade and Industry. HMSO have asked us to inform readers that arrangements for subscriptions, advertisements, etc., will remain unchanged.*

Ministers

The Secretary of State for Trade and Industry who also holds the historic office of President of the Board of Trade is Mr. John Davies. He will be primarily concerned with strategic issues of policy and priority which determine the operations of the DTI as a whole.

Mr. Davies is supported by two Ministers Mr. Michael Noble, Minister for Trade, and Sir John Eden, Minister for Industry, each with responsibility for a specific range of functions.

In addition there are two Parliamentary Under Secretaries of State, Mr. Anthony Grant and the Hon Nicholas Ridley. Lord Drumalbyn, who has been appointed a Minister without portfolio, will have among his responsibilities that of spokesman for the new Department in the House of Lords.

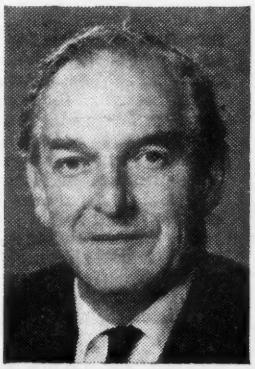
Senior Officials

The DTI's Permanent Secretary is Sir Antony Part, previously Permanent Secretary to the Board of Trade. There are two Second Permanent Secretaries: Sir Max Brown (formerly Board of Trade), who is Secretary (Trade) and Mr. R. B. Marshall (formerly Ministry of Technology) the Secretary (Industry).

White Paper: The Reorganization of Central Government†

This White Paper (Cmnd. 4506) gives a full statement of Government decisions and of its overall policy for reducing Government intervention and the consequent overload on the Government

Mr. John Davies



Mr. Michael Noble

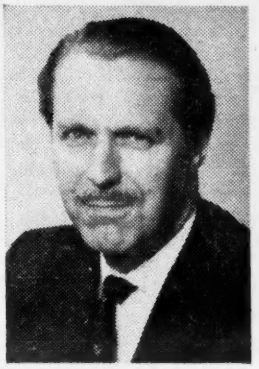
Sir John Eden

Lord Drumalbyn

machine itself, and for increasing the efficiency of Government activities.

The changes were announced by the Prime Minister on Thursday, October 15, as part of a reorganization of the central Government. This follows a thorough review of government functions and organization. One of its principal features is the creation of two new major departments which group together policy and functions over a wide field – and so continue the trend previously established in, for example, the Ministry of Defence, the Foreign and Commonwealth Office and the Department of Health and Social Services. In addition to the setting up of the DTI, the White Paper announces the establishment of the Department of Environment, which groups together parts of the Government machine dealing with the physical environment. This unifies under a Secretary of State work previously done by the Ministries of Housing and Local Government, Public Building and Works, and Transport.

As a temporary measure, the Ministry of Technology's previous responsibilities for aerospace research, development and procurement have been assigned to a new Ministry of Aviation Supply. The Government is setting up a project team to consider how aerospace responsibilities can best be handled in the future, and intends to make new arrangements by April 1, 1972.



Mr. Anthony Grant

The Hon. Nicholas Ridley

Sir Antony Part

Sir Max Brown

Mr. R. B. Marshall

† The White Paper (Cmnd 4506) can be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, price 2s. 6d. or by post (price 2s. 10d.) from HMSO, PO Box 569, London, S.E.1.

Aims of the Department of Trade and Industry

SPEAKING ABOUT the central purpose of the new Department, at a Press conference on October 16, Mr. John Davies, Secretary of State for Trade and Industry, stressed the need for closer unity – both within internal government organization and in relations with industry. He said that where there was division, there was a risk of conflict of policy or action. An important aim of the reorganization would be to achieve a consistent point of view in the government's dealings with industry and commerce. This was in line with changes in the business world where traditional divisions between industry, finance and commerce were now much less of a reality.

Mr. Davies emphasized that the DTI would not involve itself in day-to-day business decisions. Equally, it would not subsidize industries just for the sake of keeping them going. But despite this type of disengagement, the Department would be in close contact with industry and commerce.

International matters would be a fundamental part of the DTI's activities, particularly the trade and industry aspects of negotiations for membership of the European Communities.

How the Board of Trade originated

The Board of Trade was reconstituted by an Order in Council of 1786. It was a Committee of the Privy Council charged with the 'consideration of all matters relating to trade and foreign plantations.' Its ex officio members were (and are):

The Lord Archbishop of Canterbury
The First Lord Commissioner of the Treasury
The First Lord Commissioner of the Admiralty
His Majesty's Principal Secretaries of State
The Chancellor and Under Treasurer of the Exchequer
The Speaker of the House of Commons
The Chancellor of the Duchy of Lancaster, and
The Paymaster General

The Treasurer of Her Majesty's Navy and the Master of His Majesty's Mint were also members, but these offices have fallen into abeyance. The reason for the inclusion of the Archbishop of Canterbury on the Board was that part of the Board's responsibility was the recommending of suitable clerics for appointment as colonial bishops.

The first Committee of the Privy Council established to deal with trade problems was set up in 1621. The Council had been told 'to take into their consideration the true causes of the decay of trade and scarcity of coyne within the Kingdom and to consult of the means for removing of these inconveniences.'

Various committees were set up and dissolved before the present one. The longest lived of these (1695-1782) was killed by Burke who described it in a Parliamentary debate of 1780 as 'a sort of gently ripening hot house where eight members of Parliament receive salaries of a thousand a year in order to mature a claim to two thousand and bring a new accession to the loaded compost heap of corrupt influence.'

The Board ceased to meet regularly about 1820 because the President found he could despatch business more effectively without the committee. However, Mr. Gladstone had a number of formal meetings with the Vice-President in the 1840s. The last formal meeting was in 1851 when the Board met to choose a Permanent Secretary.

Despite the current departmental changes, the Board of Trade will still remain in existence for legal reasons and similarly the Secretary of State for Trade and Industry will be the President and occasionally will have to act as such.

ighty-four years of the 'Board of Trade Journal'

James Edward Holroyd, OBE, editor since 1958

e amalgamation of the Board of Trade and the Ministry of Technology to form the Department of Trade and Industry (see page has led to a change in the title of the *Board of Trade Journal*. This article outlines the history of the *Journal* since it was founded 1886.

HEN THE *Board of Trade Journal* was first published in 1886, ited Kingdom exports were running at around £20 million a month d imports at around £30 million. If anyone had been bold enough prophecy that within a century exports would have soared to re than 30 times that figure, they would have encountered the dulgent throat-clearing disbelief one associates with the old rsytes. Yet the monthly averages for the first quarter of 1970 re £656 million for exports and £714 million for imports – markable figures even allowing for the difference in money values d the different basis of compilation.

The *Journal* came into existence as a regular service of commercia elligence for British exporters and manufacturers and for the blication of departmental statistics at a time when there were anxieties out trade. It followed a Royal Commission set up to examine 'the uses of the depression in trade and industry' and a general inquiry stituted by the then Foreign Secretary among business leaders, trade sociations, chambers of commerce and commercial representatives erseas. Hitherto, much of the information about overseas trade had ly been published intermittently in the *London Gazette*.

At this distance of time, it might be supposed that Britain was then dominant a world-power in trade as in international affairs. In fact, was an era of increasing foreign competition and protected markets erseas and dumped surpluses at home. There was criticism that reign diplomats were giving more help to their exporters than were our n representatives. Protests were also raised in Parliament and the ess at the policy of free imports which allowed 'German microopes at Cambridge, Government Navy-pork from Denmark and ned rations from Chicago for our troops in the Sudan.' The same eptics who would have derided the prospects of phenomenal growth of rld commerce would no doubt have dismissed also the moves toards international agreements on trade which have developed since e last w:r.

When cotton was king

Echoes of long ago history are awakened by a glance at early volumes the *Journal*. It was the world of Mr. Gladstone and Lord Salisbury. otton was still king; the map still largely red. Just as the inscriptions Blackfriars Station offer passenger services to St. Petersburg and onstantinople, so the early *Journal* indexes are speckled with such tries as 'Demand for goods of British manufacture in Servia,' alvage rates for anchors in Cape Colony,' 'Vaccination of crews of ssels in the Great La..s.'

But when the cosy nomenclature of the period has been discounted, the significant fact that emerges is one of continuity. The rliest numbers carried reports from overseas officers, notes on reign exhibitions, details of the tariff and customs changes, and a riety of economic statistics, just as today.

Much of the earlier material might similarly apply today. News from r man in, say, Nijni-novgorod had the same essential message as current report on store promotions in Scandinavia – the furthering United Kingdom trade. The dispatches were often salted with dividual idiosyncracies:

'Probably no more striking instance could be adduced of perfect development, the latest pattern of quick-firing gun not being more removed from the rusty carronade of a by-gone age than are these light, smart and workmanlike bicycles from their cumbersome prototypes of only 25 years ago' (*From a report of a Copenhagen exhibition in* 1892.)

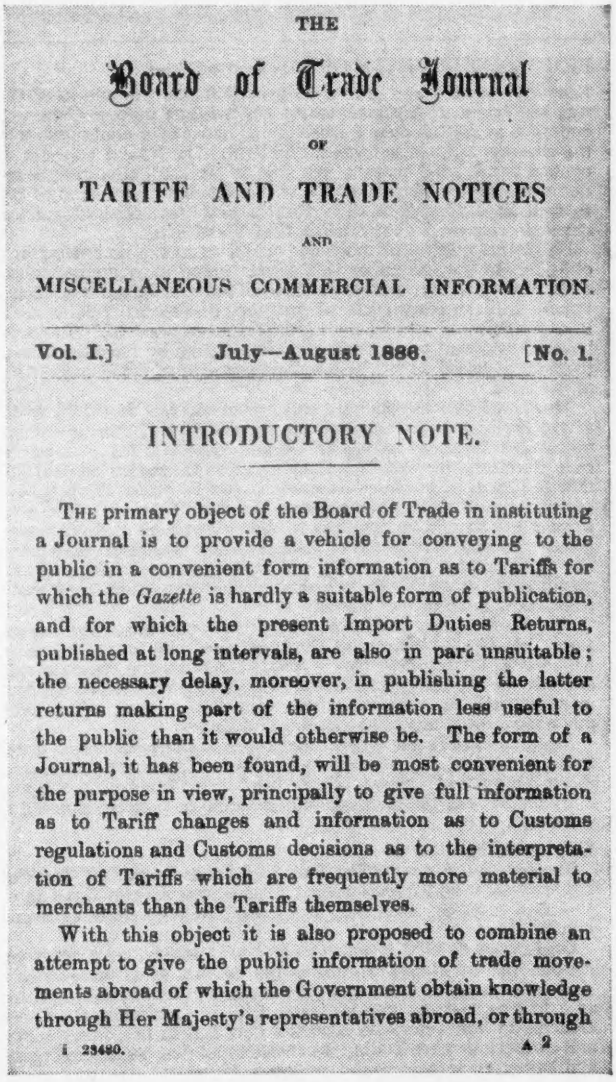
'The German exhibitors are numerous, being 81 in all. Foreign nations are not very well represented, there being only 19 altogether, namely 12 from France, 4 from Belgium, 2 from Switzerland and one from Austria. It is to be noted that there is no representative of any British motor car maker. There is no doubt that the use of motor cars of every kind is greatly on the increase in Germany and that the making of such conveyances is likely to become an important industry in the near future.' (*From the United Kingdom Commercial Attache in Berlin in October*, 1899.)

'If any British firm, rich enough to wait, energetic enough to try, would send a clever Turkish-speaking agent specimens of machines, with a large supply of spare parts, a staff of instructors and repairers, the whole to work gratis, if need be, for a time for advertisement, there might be a trade built up.' (*From the British Vice-Consul at Konia (Turkey) on the growing potential for agricultural machinery*, 1907.)

A sharp comment on changes in consumer tastes and fashions is provided by some of the earlier advertisements. Modest in size, announcements apprised *Journal* readers of the virtues of pure fish sausage, bloater paste and blood mixture as well as homely items ranging from navvies' shovels to pen-nibs.

The *Journal* files naturally record major movements in United

(*Continued at foot of next page*)



THE

Board of Trade Journal

OR

TARIFF AND TRADE NOTICES

AND

MISCELLANEOUS COMMERCIAL INFORMATION.

Vol. I.] July—August 1886. [No. 1.

INTRODUCTORY NOTE.

THE primary object of the Board of Trade in instituting a Journal is to provide a vehicle for conveying to the public in a convenient form information as to Tariffs for which the *Gazette* is hardly a suitable form of publication, and for which the present Import Duties Returns, published at long intervals, are also in part unsuitable; the necessary delay, moreover, in publishing the latter returns making part of the information less useful to the public than it would otherwise be. The form of a Journal, it has been found, will be most convenient for the purpose in view, principally to give full information as to Tariff changes and information as to Customs regulations and Customs decisions as to the interpretation of Tariffs which are frequently more material to merchants than the Tariffs themselves.

With this object it is also proposed to combine an attempt to give the public information of trade movements abroad of which the Government obtain knowledge through Her Majesty's representatives abroad, or through

i 23480. A 2

The opening page of the first issue of the Journal *sets out its terms of reference as a service of information for trade and industry.*

'New look' for official export promotion effort

MR. MICHAEL NOBLE, then President of the Board of Trade, speaking at a luncheon with the director general and members of NEDC at the Electricity Council, Millbank, on October 12, said:

'You will recall the old adage "those that can, do: those that can't, teach". Nowadays it might be more apposite to say "those that can, export: those that can't, promote". Certainly export promotion is one of our strongest growth industries. If only exports could have grown as fast as the growth in export promoters, all the Chancellor's problems would have disappeared long ago. It is as if we really believed that export promotion had some curiously beneficial end in itself. Everyone believes they must be at it: diplomats, government departments, Chambers of Commerce, Export Councils, BNEC, the EDCs and so on. I do not mean that there is no place at all for export promotion. Individual firms clearly need help and encouragement. But we run the danger of bodies breeding further bodies, seminars leading to further seminars, spreading confusion in industry about where to turn to for advice, with any good intention or purpose lost in the confusion.

'This proliferation of advice becomes worse – and even positively dangerous – when the various organizations start competing their place in the sun. Each seeks to catch the ear of the indus ist: each claims that his advice, his method or his mission i best. Very soon I would expect to see a "Which" guide to w export advice or seminar is best buy!

'This public wrangling and place seeking have a feature far w than merely spreading confusion in industry. It must suggest t foreigners an approach showing amateurism in the extreme. the strange feature about all this is that these organizations sist of individual businessmen who collectively seem to p practices they would not contemplate for a moment in individual firms. So my first point on how industry can help is to suggest that industrialists eliminate this duplication and w of effort which confuses industry and confounds our clients.

'My second criticism is of what I term the "glossy broch approach to export promotion. These are shot through the po an alarming rate. It must be good for the printing industry a fear, at the other end good also for the waste paper indu But cannot industrialists when they get together collectively m ate their PR men? Ministers in this Government will not indul

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EIGHTY-FOUR YEARS OF BOTJ—*continued*

Kingdom world trade over a long period. On the one hand there was the series of 'Caprivi' treaty negotiations among Continental countries in the 'nineties extensively reported by a committee under the chairmanship of a former President. The bound volumes also contain much solid material relating to the McKenna safeguarding duties during the First World War, the Ottawa agreements of 1932, as well as dealing with such notable post-war international trade developments as GATT, OECD, EFTA and EEC.

Numerous nuggets of more personal interest are embedded in the old files. In the December 1895 issue, tucked away among titles of other reports on the tramway systems of Paris, the peasant holdings of Poland and the ivory trade of Antwerp, one reads: 'Report on the Pumice-stone Industry in the Lipori Islands – price ½d.' Who would have guessed that this was an early publication by Norman Douglas the famous travel writer, who was on the staff of the Foreign Office at the time?

There was also the perhaps apocryphal incident in the Press Hall at the Ministry of Information on the eve of V-E Day as everyone waited for the communique that would announce that the war was over. Suddenly the warning bell rang. It was the customary indication that an urgent official announcement was to be made. The large body of waiting journalists, pencils poised, breathed 'This is it.' Then, so the story goes, an official marched to the microphone and read out in measured tones: 'The Board of Trade announce that as from tomorrow all red, white and blue bunting will be coupon-free'! There is partial confirmation in the fact that an announcement on these lines appeared in the next issue of the *Journal*.

The latest departmental changes echo others which have occurred since the *Journal* was established. In 1886 the Board's structure included a Marine Department (with a section for 'wooden ships' and one for 'iron ships'), a Railway Department, a Harbours Department, as well as being concerned with employment, mines, canals and almost every aspect of industry and trade.

Some of these functions were eventually transferred to new departments – shipping and railways to Ministry of Transport, employment to the Ministry of Labour, coal to the Mines Department. Responsibility for parts of the shipping industry came back to the Board a few years ago.

Original title

The original title was 'The Board of Trade Journal of Tariff and Trade Notices and Miscellaneous Commercial Information.' It was published monthly, price 6d., and led off with 48 pages of a much smaller size.

On January 4, 1900, it began to be issued weekly, price one penny. Among the 64 closely printed pages of that issue were calls for tenders for coal for Norwegian, Swiss and Portuguese railways. And, as if to point up our current trade drive in California, the Consul-General in San Francisco reported that British fine fancy suitings and trouserings were leading the market and that 'superior diagonals and high-class serges are the models of elegance.'

By July, 1914, the price had increased to threepence weekly. In January, 1918, although the first World War was not yet over, the Department of Overseas Trade, jointly administered by the Boar Trade and the Foreign Office, was formed to prepare for an expan of export trade. The *Journal's* page size was increased to approxim that of today. Its title was changed to 'The Board of Trade Jou and Commercial Gazette.' In a front-page message in the New issue, the then President said that its columns would be 'dev solely to the object of assisting commercial interests by giving formation as promptly and completely as possible.'

It continued on these lines between the wars: during 1939-45 flected such wartime restrictions as clothes rationing, the utility austerity schemes and price controls; and after the war recorded big new drive for exports as well as the gradual lifting of controls, conversion of arms factories to civilian production, the setting u working parties to prepare individual industries for eventual buy market conditions and the steering of new industries to the Deve ment Areas of heavy unemployment. In all these activities the *Jou* was still broadly following its original terms of reference.

Praise from the Press

The first issue of the *Journal* was saluted by a 1½ column leade *The Times*. 'The commercial importance of this new official enterp can hardly be exaggerated,' it said. 'Its fair prospect must not marred by any untoward striving after economy.' When the *Jou* reached its seventy-fifth anniversary in 1961 *The Times* again accor a leading article, while the *Financial Times* referred to it as 'the valuable *Board of Trade Journal*.' The *Journal* is in fact regul quoted in the daily Press and in trade publications here and overs There are frequent requests for permission to reprint articles *in tot*

As an official publication, it has always aimed to be factual, objec and non-controversial. Its readers flatter it by investing it with authority. That readership – 34,000 on paid circulation according survey taken in 1968 – is of itself substantial and influential. Seven five per cent is of AB class, 23 per cent of CI class; 65 per cent is in 35-55 age group. Of individual readers, 18 per cent were found to directors, 31 per cent managers, 18 per cent executives and 12 per company secretaries and accountants. The same survey gave the t circulation as 12,100 of which around 9,000 were sales copies and remainder official. There was evidence that at least 40 per cent of copies are kept for reference. The strength of the *Journal's* readers is also reflected in the high quality of its advertising which is collec by HMSO who are the *Journal's* publishers.

Since the founding of the *Journal* there have been 43 changes in office of President. Among them were a number of Ministers became Prime Ministers or Chancellors of the Exchequer. T include Earl Lloyd George, Sir Winston Churchill, Earl Baldw Baron Dalton, Sir Stafford Cripps, Mr. Harold Wilson, Ba Thorneycroft, Mr. Reginald Maudling and Mr. Edward Heath.

Suggestions for changes in format and content of the *Jour* have been carefully examined over a considerable period. T will be given new impetus by the change of title and the exten range of departmental responsibilities. But the new publication still be broadly based on the terms which brought the *Jour* into being as an official service of commercial information British trade and industry.

port promotion by exhortation. Industry wants hard facts about rticular opportunities presented in a businesslike way. I run the nger of falling into my own trap if I extoll the official services. t in the Board of Trade we are turning to this professional and cific approach and there are growing signs that industry likes change.

I mentioned earlier the public wrangling about objectives and thods. A particular lesson recently has been – and still is – the tional Exhibition Centre. I am not certain whether it is the lack modern facilities which has given us such a backward exhibition dustry in this country or whether it is the rather complacent itude of some of the exhibition organizers which has meant that cilities have remained in their present state. Contrast our posi- n with German industry.

There, thanks to a live exhibition industry, German firms can ow their products at what for them is a domestic fair knowing at world buyers will beat a path to the event. In addition, because their international esteem, foreign firms feel obliged to exhibit, eating a valuable invisible earner for the German economy. We ve tried literally for a generation to sponsor better facilities and breathe a new awareness into the British exhibition industry. early, different sites have their own merits and clearly there ould be a debate. Sometimes however the debate should stop and e work begin. Fortunately we have now a band of determined en in Birmingham and I am sure their efforts will succeed. rmingham offers us the best chance of having modern facilities the time most of Europe becomes our home market and by the me time Birmingham will be in the centre of a more mobile itain. London and other developments may come in good time. industry wants to help itself in this form of export promotion, could do worse than to come down from the fence and join e Birmingham endeavour.

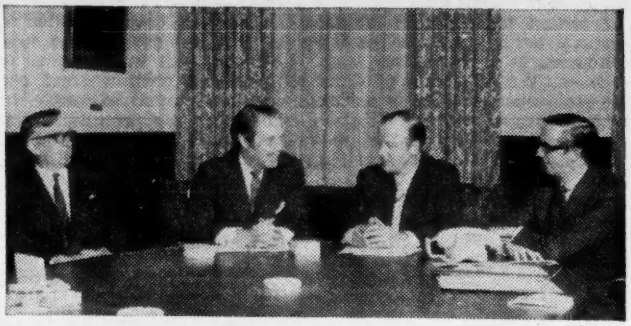
'A fair question for you is how I am giving a new look to e official export promotion effort. I have sought to look at this om first principles. I recognize that some might argue that some rms might not be able to continue exporting without continuing overnment assistance, but to my mind the important question is r how long should such assistance continue? It is certainly guable that a perpetual and limitless subvention is not the best ay to foster the competitive efficiency of exporting industry. In e with this thought I want to suggest that we should move away om the open-ended come-and-join-us approach as a matter of olicy. We want only to support those who seem capable of using ssistance properly. Those who seem incompetent and merely want- g a subsidy will be turned away.

'I intend to put a ceiling on Government expenditure in this eld, which will in itself entail rather more selectivity. My aim to prime particular pumps and then to encourage the flow to n on its own momentum. One measure might be to introduce harges of some kind for our services, for example for providing pace at trade fairs. But this would not chiefly be a measure for creasing revenue as much as an instrument for adjusting the ssistance to different sectors of industry, since the costs of export- g bear more heavily on some than on others. I have heard a t of talk for a long time about selectivity. A ceiling on expendi- re and some charges could, I hope, put some financial teeth into e discipline of selectivity.

'All this suggests a final and simple word of advice to industry. he national good is the sum of the well-being of the thousands firms who carry on our international trade. The best way for dividual firms to service the national good is to order their own fairs to the best of their endeavours. It is for individual firms think through the changes they need to make in attitudes and rganization in accepting the world as the market place and Europe the domestic front. I have heard so far of only one large firm hich now regards its home division as responsible for the uropean Free Trade Area plus Ireland. All need to follow this ad with entry into the Common Market now visibly nearer. It is r the individual firms to implement whatever changes are neces- ry in the first place for the benefit of their own concerns. If they cceed, the national benefit will follow. In short, my view is ssentially a simple view of export promotion and I hope entirely nprovocative. It is that individual firms should see to their own usiness in as professional a way as possible, that simply as in- viduals they should become less involved in talking and com- etely involved in doing.'

EXPORT INFORMATION CENTRE

The Export Information Centre of the Department of Trade and Industry (DTI) is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.



Mr. Anthony Grant, then Parliamentary Secretary, BoT, visited the Rochdale Factory of Turner Brothers Asbestos Co. Ltd. (Turner & Newall Ltd.) recently. The main purpose of the Minister's visit was to discuss TBA's extensive activities in the export markets. Pictured left to right are: Mr. T. R. Earnshaw (TBA Export Director), Mr. Anthony Grant, Mr. D. W. Hills (TBA chairman) and Mr. J. B. Heron (Director, TBA Glass Fibre Division).

Mr. Anthony Grant visits Yorkshire

MR. ANTHONY GRANT, now Parliamentary Secretary, DTI, was expected to visit Yorkshire on October 19 and 20, on the fourth of a series of visits to each region to meet representatives of industry, trade and commerce. Mr. Grant's programme was as follows: *Monday, October* 19: Meeting with staff of Regional Export Office in Leeds; visit to Sheffield to meet the President and Representatives of the Sheffield Chamber of Commerce; visit to Viners Ltd., Sheffield manufacturers of tableware and holloware; informal discussions in Leeds with prominent exporters throughout the Region *Tuesday, October* 20: Visit to Hudswell Badger Ltd., Leeds, civil engineers and manufacturers of trenchless pipe-laying equipment; visit to Bradford to meet representatives of the National Wool Textile Export Corporation; visit to Allied Colloids Manufacturing Co. Ltd., Bradford chemical manufacturers.

Mr. Grant speaks on Anglo-Soviet trade

MR. ANTHONY GRANT, Parliamentary Secretary, Department of Trade and Industry, spoke at the luncheon of the Russo-British Chamber of Commerce in London on October 15.

Mr. Grant said that while he was concerned to see a continuing expansion of trade between the United Kingdom and USSR and while he readily accepted that trade was a two-way business and that in the long run expansion required an increase in the exchange of goods in both directions, he felt that 1969 was a rather disappointing one for British exporters to USSR. 'Our exports fell by some 8 per cent below the record level attained in 1968,' said Mr. Grant, 'in relation to other European competitors at a time when our exports to the rest of the world were on a rising trend. This year our exports have been looking up a little and you may like to know that the provisional returns for September show that the cumulative total of Anglo-Soviet trade, in both directions, for the first nine months of this year was £224.1 million which compares with £214.2 million in the same period last year. Our exports in the first nine months were worth £75.8 million which compares with £69.9 million last year. The improvement in our exports has been mainly in chemicals and semi-manufactures, but not in machinery. We very much hope to see increased Soviet purchasing of British machinery and equipment in the next few months in order that the future expansion of our trade can be assured.

'The most important development affecting Anglo-Soviet trade in the last few months has been the visit to London of Mr. Misnik and his delegation, representing Gosplan and three industrial ministries. The theme of their discussions with the Confederation of British Industry, with individual companies and with Govern-

(*Continued on next page*)

ment departments was "economic co-operation" in the development of certain industries in the USSR. This had been broached in general terms some two years ago, and a few projects had been discussed in a preliminary way. The recent visit was designed to advance the discussion of these projects to a point where it can be seen whether there is sufficient common ground to justify the expenditure of further effort in elaborating the projects. I was very happy to learn that this point has indeed been reached in the case of the three development projects concerning the exploitation of copper, nickel and iron ores. I hope that the same may also prove to be true of the proposals involving forgings and indeed of other projects later on. I should not like it to be thought that we are interested only in those projects which lead to the production of minerals, important as they are.

'There were also preliminary discussions about a fifth project, namely the possibility of developing a transcontinental container service across the Soviet Union and perhaps even between Western Europe, including the United Kingdom, and Japan. Naturally there will have to be further discussions before we can see whether this project offers as good prospects for co-operation as the first three I mentioned.

'These economic co-operation projects seem to offer the prospect of a larger growth of trade between the two countries than can be expected from a simple continuation along the traditional lines; and if they go ahead we can certainly hope that Anglo-Soviet trade will become a rather higher proportion of each partner's global trade than the present very modest figures – about 2½ per cent in our case and rather more in the case of the Soviet Union.

'These large projects will require close co-operation between Government, the industries concerned and the CBI.'

'United Kingdom is effectively in the Common Market'

—Lord Bessborough

WHATEVER MAY BE the popular view, the United Kingdom is already effectively within the Common Market, Lord Bessborough, then Minister of State (Aviation) Ministry of Technology told the closing session of the Conference on Industry and the Common Market organized by the Federal Trust for Education and Research, in London on October 8.

Underlining remarks made earlier in the Conference, Lord Bessborough said: 'Our industry is already integrated with that of Europe. Europe is already our most important market and the European countries find the United Kingdom more and more closely bound to them economically.

'Our formal entry in the European Economic Community will thus be a consummation of a process which has gone on for many years. Nevertheless we cannot but fail to take account of the far greater expansion of intra-community trade compared with the expansion of our trade with Europe since the Common Market was established.

'We cannot fail to see the far more rapid rate of growth within the Community than within the United Kingdom in the same period. We were far ahead of most of them. Now most of them have caught up with us. Perhaps this is just the right time for us to join so that we can go forward together and expand together in the future.'

On European collaboration, Lord Bessborough said: 'Judged as collaborative projects there seems little doubt that Concorde, Jaguar, the multi-range combat aircraft and the helicopters we are developing together either with France or Germany and Italy are of enormous importance. But this kind of co-operation is not enough. This kind of co-operation is related solely to the needs of particular projects and it is not collaboration from the wider stand point of the general development of powerful European industries.

'So often in the past this kind of collaborative arrangement has been subject to short term political considerations. The need to balance return and to satisfy national feelings as regards division of the leadership have often added to cost and militated against efficient management'.

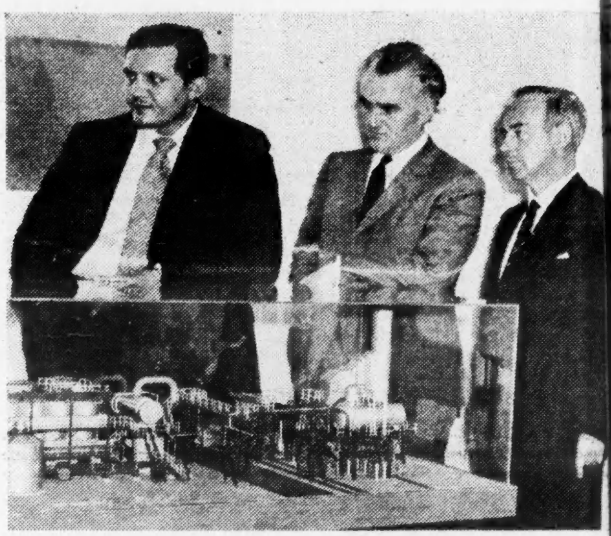
Referring to the memorandum on industrial policy drawn up by the EEC Commission, Lord Bessborough said: 'There is no doubt that many of the ideas within it are ones with which we have great sympathy and which we found immediately attractive. But we are glad that this memorandum was produced in the context of enlargement because we feel that we will have a significant part to play in the development of a European industrial policy when we are members of the enlarged Community.

'We are now deeply engaged in negotiations with the Six mem countries of the Community. We hope and pray that these negot tions will succeed. We believe that Europe has much to gain fr our entry as we too have to gain. But the negotiations will have result in a settlement which is fair to all of us – certainly fair the Community. But as one of Her Majesty's Ministers, I must e phasize it must be fair to us – not only from the standpoint of individuals within the United Kingdom but also from the sta point of the Community as a whole.

'If the burden placed on us financially is such that it will milita against our policy to contribute what we feel we have to contrib to the Community then the venture could suffer from the start.'

Concluding, Lord Bessborough said that the work of conferenc like this, the efforts of Governments and of bodies like the Co mission 'Come to naught if individual companies and indeed managers and the staffs within the companies and most importa of all the public at large do not think on European lines. It mainly on industry that our prosperity depends and it is those in industry, and I mean both sides of industry, to explo this exciting European idea for the benefit of us all.

'Most of you here today are the converted. But the wider Briti public has unfortunately tended to see the problems too mu in terms of the price of food and too little in terms of the enormo benefit socially and economically that we are convinced will res from our entry provided this can be secured on reasonably term



HRH Prince Mohammed bin Faisal (left) second son of Kin Faisal of Saudi Arabia, and a director of the Saline Water Con version Office of his country, visited the Weir Westgarth fres water research centre at Troon, Ayrshire, Scotland, on October The visit was one of a number which the Prince made to desalina tion research centres and to the manufacturers of desalinatio equipment during an eight days tour of Britain at the invitation of the then Ministry of Technology. The Prince is shown dis cussing features of a model with Mr. A. L. Ligertwood, managing director of Weir Westgarth, and Mr. J. Wood, senior engineer o the company.

'EFTA Bulletin'—progress on company law

A DISCUSSION of progress towards harmonization of company and commercial law in Europe is an important feature of the October *EFTA Bulletin*. The article describes work being done by EFTA, the EEC and the Council of Europe and examines the case for a supranational company. Other articles deal with EFTA's treatment of restrictive business practices and an interim report by an EFTA working party into ways of increasing industrial mobility. Features on industry in Leichtenstein and the development of oil pipeline in Austria and Switzerland also appear.

Copies of the October *EFTA Bulletin*, the 10th Annual Report and 'The importance of the EFTA market for the EEC countries' are obtainable free of charge from the EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479, 2480).

Applications for temporary exemption from import duty

THE DTI are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 4.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
2.02	1, 2-Dichloroethane	As in previous column	December 31, 1971	13513
7.27	4, 8-Dimethylnon-7-enonitrile	3, 7-Dimethyl-oct-6-enylnitril	December 31, 1971	13502
29.35	8 - [4, 4 - Di - (4 - fluorophenyl) buty] - 1 - phenyl - 1, 3, 8 - triazaspiro [4, 5] decan-4-one	8 - [4, 4 - bis(*P* - fluoro - phenyl) buty] - 1 - phenyl - 1 - 1, 3, 8 - triazaspiro [4, 5] decan-4-one	December 31, 1971	13508
25.52	Mixed rare earth chlorides which, when precipitated as oxalates and calcined, yield not less than 45% by weight of rare earth oxides, of which the content of cerium expressed as CeO_2 being not less than 45% by weight and the content of samarium expressed as Sm_2O_3 being not more than 3% by weight	Cerium chloride	December 31, 1971	13520

Application for reimposition of import duty

THE DTI Tariff Division have received applications for the reimposition of import duty from January 1, 1971, on the following items, which are at present temporarily exempt from duty.

Tariff Heading	Description	Reference
25.28	Vanadium pentoxide	13495
29.13	Flumethasone	6958
29.13	6α-Fluoro-17α, 21-dihdroxy-16α methylpregn-4-ene-3,20-dione	6487
29.22	Di-(4-aminocyclohexyl) methane	13259
	Tri-*n*-butylamine	4598
29.32	Sodium hydrogen *p*-arsanilate	13088
29.35	Gamma butyrolactone	5897
	Tetrahydrofurfuryl alcohol	5865
	Thiopen	6760
29.19	Poly-(3, 4-diacetyl-5-thiothiem-2-yl) which on ignition yields not more than 10% by weight of ash	6726

Representations should be addressed to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, giving the respective reference shown above. Representations should be received by October 28.

Consideration of mergers by the DEP

MR. ROBERT CARR, as Secretary of State for Employment and Productivity, announced on October 12, that on the information at present before him it is not intended to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

Proposed acquisition by The Peninsular and Oriental Steam Navigation Co., of Coast Lines Ltd.

Application for temporary exemption from import duty: correction

THE proposed definition for tariff purposes of radio equipment for light aircraft (*Board of Trade Journal*, October 14, page 814) should read as below:

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
85.15	(a) very high frequency omnidirectional radio range apparatus (VOR), instrument landing system localizer apparatus (ILS/LOC), instrument landing system glide path apparatus (ILS/G.PATH); (b) very high frequency communication apparatus (VHF/COM) (transmitters, receivers or combined transmitter/receivers) covering a frequency band of at least 118 to 135·95 MHz, with not less than 180 channels and capable of operating in areas where 50 kHz channel spacing is in force; (c) apparatus combining the functions and capabilities of any of the apparatus specified in (a) and (b) above; of a type approved by the Board of Trade, at the date of this Order, under Article 13 (5) of the Air Navigation Order 1970, as amended, for use in aircraft of not more than 12,500 lb. maximum total weight authorized, flying in controlled airspace in accordance with the Instrument Flight Rules as defined in the said Air Navigation Order, but not for use in other aircraft. *Note* Apparatus of a type approved by the Board of Trade is listed in Civil Aviation Publication CAP 208, Airborne Radio Apparatus Vol. 2, published by HMSO. This publication is subject to amendment and confirmation that apparatus is of a type approved at the date of this Order should be obtained from the Department of Trade and Industry Controllerate of National Air Traffic Control Services, Tels. N3, 19-29 Woburn Place, London, WC1H 0LX.	Radio equipment for light aircraft	December 31, 1971	11057

Representations should be addressed to Tariff Division, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, giving the respective reference shown above. The closing date for representation has been extended to November 4.

Annual report of the Food, Drink and Tobacco ITB

THERE HAS been evidence of a more systematic approach to training during the past year says the Food, Drink and Tobacco Industry Training Board in its second annual report (HMSO, price 2s. 3d.) (11p) net, published on October 8. This is revealed by an encouraging high uptake of grants and from the findings of an evaluation survey.

The report points out that the Board's first grant scheme was based on the concept of systematic training, and involved publication of company training policy, assesment of training needs, preparation of training plans, senior management resposibility and training of trainers. The flexibility of this scheme allowed for additional grants for priority areas such as small business management and further education, in addition to new needs including decimalization and language training for immigrants.

Chemical and Allied Products ITB reconstituted

MR. ROBERT CARR, as Secretary of State for Employment and Productivity, reconstituted the Chemical and Allied Products Industry Training Board for a further three years from October 9. This is the Board's second term of office.

Moneylenders Acts, 1900 to 1927

THE FOLLOWING COMPANIES held orders of exemption, valid at September 30, 1970 issued under Section 6(e) of the Moneylenders Act, 1900:

A. Booth (Estates) Ltd.
Afforestation Finance Ltd.
Agricultural Central Trading Ltd.
Airedale Investments Ltd.
A L Factors Ltd.
Alex Lawrie Factors Ltd.
Allied Factors Ltd.
Anglo Auto Finance Co. Ltd.
Anglo-Continental Advisory Services Ltd.
Astley Industrial Trust Ltd. (The)
Bank of Nova Scotia Trust Company (UK) Ltd. (The)
Barclays Export Finance Co. Ltd.
Barclays Overseas Development Corporation Ltd.
Bentinck Ltd.
Bentworth Trust Ltd.
Beverley Acceptances Ltd.
Bishopsgate Property and General Investments Ltd.
Blane & Enfield Ltd.
Book Trade Improvement Ltd.
BPI Securities Ltd.
Bridgewater Finance Co. Ltd.
British Maritime Trust Ltd.
British Medical Finance Ltd.
Buckwood Finance Ltd.
BW Trade Facilities Ltd.
CDFC (Ceylon) Ltd.
CDFC International Ltd.
CDFC (Malaysia) Ltd.
Camfund Ltd.
Campbell & Lincoln Finance Ltd.
Campbell Discount Co. Ltd.
Capital Finance Co. Ltd.
Capital Finance (Southern) Ltd.
Cashbonds Ltd.
Charterhouse Development Ltd.
Charterhouse Securities Ltd.
Circle & Piotrkow Provident & Investment Society Ltd.
Cleveland Credit Ltd.
Close Brothers Ltd.
Close Brothers Merchant Trust Ltd.
Cole Port Investments Ltd. (The)
Commercial Export-Credit Co. Ltd.
Commonwealth Development Finance Co. Ltd.
Contemporary Finance Co. Ltd.
Cornthwaites (Lancaster) Ltd.
Council for Small Industries in Rural Areas
Crane Securities Ltd.
Credit for Industry Ltd.
Crescent Finance Corporation Ltd.
Dorset Mortgage Loans Ltd.
Dorset, Somerset & Wilts Investment Society Ltd.
Eagil Trust Co. Ltd.
East London Mutual & Investment Association Ltd. (The)
Efdum Securities Ltd.
Entertainments Finance Ltd.
Equipment Credit Ltd.
Equitable Mortgages Ltd.
Equitable Reversionary Interest Society Ltd (The)
Equity Commercial Investments Ltd.
Equity (Plant & Equipment) Ltd.
Fairclife Finance Co. Ltd. (The)
Fallings Park Investment & Mortgage Co. Ltd.
Farnworth Finance Facilities Ltd.
Fenlock Investments
Finarce Corporation for Industry Ltd.
Finansurance Ltd.
Finfur Ltd.
Firestone Tyre & Rubber Co. Ltd.
First British American Corporation Ltd. (The)
First National Housing Trust Ltd.
Ford Motor Credit Co. Ltd.
FW Developments Ltd.
Gavel Finance Ltd.
GEC Investments Ltd.
Gee & Watson (Welfare & Benevolent) Ltd.
General Reversionary & Investment Co. Ltd.
Gleniffer Finance Corporation Ltd.
Grange Finance Co. Ltd. (The)
Gray's Securities Ltd.
Grenville Street Holdings Ltd.
Guardian Mortgage Co. Ltd.
Hall Securities Ltd.
Hamilton House Associates Ltd.
Henderson Administration Ltd.
Hobbart Properties Ltd.
Home & Country Properties Ltd.
I. S. Blomfield Ltd.
Insurance Export Finance Co. Ltd.
International Factors Ltd.
International Finance & Services Ltd.
International Maritime Finance (Investments) Ltd.
Ivor Hill (Investments) Ltd.
John Berry Brian & Co. Ltd.
John Laing Construction (Finance) Ltd.
Jubilee Money Society Ltd. (The)
Kingston Financial Services (Clyde) Ltd.
Kingston Land Co. Ltd.
Knightsbridge Mortgage Co. Ltd.
Lancashire & Yorkshire Reversionary Interest Co. Ltd. (The)
Langersal Ltd.
Law Reversionary Interest Society Ltd. (The)
Liebherr Building Machinery Ltd.
Liverpool Reversionary Co. Ltd. (The)
Lloyds & Scottish Developments Ltd.
Lloyds & Scottish Finance Ltd.
Loan Plan Ltd.
Master Bakers & Confectioners Finance Co. Ltd.
Maximilian Heller Ltd.
Maybells Finance Ltd.
Melwood Investments Ltd.
Meteor Hire Purchase Facilities Ltd.
Millbank Development Services Ltd.
MIT Securities Ltd.
Mitre Court Developments Ltd.
Mobil Europe Inc.
Mobil Services Co. Ltd.
Modern Investments Ltd.
Mutual Aid Association Ltd.
National City Financial Trust Ltd.
Norman Frizzell (Life & Pensions) Ltd.
Normol Investments Ltd.
North Central Acceptances Ltd.
North Central Acceptances (London) Ltd.
North Central Acceptances (Southern Counties) Ltd.
North West Securities (Finance) Ltd.
Northern & General Finance Ltd.
Ogden Street Estate Ltd.
Pan American Employees Mutual Association Ltd.
Partnership Finance Ltd.
Pennant Finance Co. Ltd.
People's Bank Ltd. (The)
Phoenix Redcliffe Ltd.
Policy Purchase & Investment Co. Ltd.
Portland Group Factors Ltd.
Premium Plan Ltd.
Produce & General Investments Ltd.
Raleigh Industries (Gradual Payments) Ltd.
REA Real Property Investments Ltd.
Real Property & Finance Corporation Ltd.
RMC Finance Ltd.
Robert Fleming & Co. Ltd.
Roman Wall Investments Ltd.
Roman Wall Properties Ltd.
Rootes Acceptances Ltd.
Royal Bank of Canada Trust Corporation Ltd (The)
Scottish Central Finance Ltd.
Shield Factors Ltd.
Ship Mortgage Finance Co. Ltd. (The)
Silvermere Finance Co. Ltd. (The)
Small Industries Council for Rural Areas of Scotland
Southcote Finance Co. Ltd.
Southern Finance Co. Ltd.
Southsea Mortgage & Investment Co. Ltd.
Spiraflite (Finance) Ltd.
Sterlinvestments Ltd.
Stylecroft Finance Ltd.
Survey & General Investment Co. Ltd.
Syndicate Credits (Buckinghamshire) Ltd.
Syndicate Credits (Cambridgeshire) Ltd.
Syndicate Credits (Cheshire) Ltd.
Syndicate Credits (Denbighshire) Ltd.
Syndicate Credits (Derbyshire) Ltd.
Syndicate Credits (Dorset) Ltd.
Syndicate Credits ((Essex) Ltd.
Syndicate Credits (Glamorgan) Ltd.
Syndicate Credits (Hertfordshire) Ltd.
Syndicate Credits (Kent) Ltd.
Syndicate Credits (Lincolnshire) Ltd.
Syndicate Credits (Noridur) Ltd.
Syndicate Credits (North Riding) Ltd.
Syndicate Credits (Northumberland) Ltd.
Syndicate Credits (Nottinghamshire) Ltd.
Syndicate Credits (Shropshire) Ltd.
Syndicate Credits (Staffordshire) Ltd.
Syndicate Credits (Surrey) Ltd.
Syndicate Credits (Warwickshire) Ltd.
Syndicate Credits (West Sussex) Ltd.
Syndicate Credits (Worcester) Ltd.
Timber & General Finance Ltd.
TWA United Kingdom Employees' Credit Union Ltd.
Tokenhouse Finance Ltd.
Unifinance (U.K.) Ltd.
Vernons Finance Corporation
VMC Finance Ltd.
Warrington and South Lancashire Investment Corporation Ltd.
Waterfall Financial Trust Ltd.
West End Provident and Investment Society Ltd.
Westminster House & Land Investment Co. Ltd.
Wessex Finance Ltd.
Wharton Street Credit Services Ltd.
Wharton Street Finance Ltd.
Whitehall Securities Corporation Ltd.
Worcestershire Housing & Savings Society (The)

(Continued on next page)

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

THE FOLLOWING PERSONS held certificates, valid at September 30, 1970, under Section 123 of the Companies Act, 1967, to the effect that they had satisfied the then Board of Trade that they could properly be treated for the purposes of the Moneylenders Acts, 1900 to 1927 as being persons bona fide carrying on the business of banking:

can Continental Bank Ltd.
ed Bank International
thony Sumption & Co. Ltd.
ley Acceptances Ltd.
ley Holdings Ltd.
k of Europe Ltd.
k of New Providence Ltd.
k of New South Wales Savings Bank Ltd.
k of Scotland Finance Co. Ltd.
clays Bank Trust Company Ltd.
r Securities Ltd.
maker Ltd.
ish Bank of Commerce Ltd.
lington Investments Ltd.
el Arenz & Co. Ltd.
. Coates & Co. Ltd.
ar Holdings Ltd.
eland Guaranty Ltd.
lesdale Bank Finance Corporation Ltd.
mmonwealth Savings Bank of Australia
mmonwealth Trading Bank of Australia
solidated Credits & Discounts Ltd.
sumer Credit Corporation Ltd.
tinental Bankers Agents Ltd.
leys Bank Ltd.
inthian Securities Ltd.
ton Barton & Co. Ltd.
nay, Day & Co. Ltd.
hoff Brothers Ltd.
E. D. Sassoon & Co. Ltd.
Edward Bates & Sons Ltd.
Erwin Brecher & Co. Ltd.
E. S. Schwab & Co. Ltd.
Feuchtwanger (London) Ltd.
First National Bank in Dallas
First National Maryland & Heller Ltd.
First National Securities Ltd.
Forward Trust (Finance) Ltd.
General Guarantee Corporation Ltd.
Goulston Banking Corporation Ltd.
Gray Dawes & Co. Ltd.
G. R. Dawes & Co. Ltd.
G. T. Whyte & Co. Ltd.
Gresham Trust Ltd.
Grindleys (London) Finance Co. Ltd.
Henry Ansbacher & Co. Ltd.
Heritable & General Investment Bank Ltd.
Hume Corporation Ltd.
Jacobs Kroll & Co. Ltd.
Julian S. Hodge & Co. Ltd.
Julius Baer International Ltd.
Knowsley & Co. Ltd.
Lloyds & Scottish Trust Ltd.
Lombard Banking Ltd.
London & County (A & D) Ltd.
London & North British Trust Ltd. (The)
Midland Bank Finance Corporation Ltd.
Morris Wigram Rosenthal Ltd.
Mutual Finance Ltd.
National City Trust Ltd.
National Union Bank Ltd.
N. H. Woolley & Co. Ltd.
Northern Commercial Trust Ltd.
Northern Trust Co. (The)
Old Broad Street Securities Ltd.
Overseas Financial Trust Ltd.
Raphael Robinson & Glyn
Red Dragon Securities Ltd.
Republic National Bank of Dallas
Robert Fraser & Partners Ltd.
Rothschild Intercontinental Bank Ltd.
Security Trust Company of Birmingham Ltd.
St. Margarets Finance Ltd.
Standard Bank Ltd (Incorporated in Pakistan)
Thames Guaranty Ltd.
Trade and Deposit Bank Ltd.
Trade Development Bank
Trucanda Trusts Ltd.
Twentieth Century Banking Corporation Ltd.
UDT Finance Ltd.
Ufitec Trust Co. Ltd.
United Dominions Trust Ltd.
Vavasseur Trust Co. Ltd. (The)
Wallace Brothers & Co. Ltd.
Whiteleys Securities Ltd.
Williams, Glyn & Co.
Wintex Securities Ltd.

esignation of shares in terms of cimal currency

e Department of Trade and Industry have received inquiries out the steps a company should take to enable it to state the minal value of its shares in terms of decimal currency. The cimal Currency Acts do not require that, for example, a share nominal value 5s. should in future be called a share of 25p. wever, many companies will wish to refer to their share in terms decimal currency.

In the opinion of the Department a company need take no rmal step where the nominal value of a share is to remain altered. For example, where a share of nominal value 5s. is be called a share of nominal value 25p, or one of 6s. 8d. is to be led one of 33⅓p. The company could, without passing any resolu-n, state the nominal value of its shares in decimal currency in cuments such as its annual return and the copies it distributes its memorandum. The company would not be required to notify e Registrar of Companies of its intention to do so; and the gistrar would accept for filing an annual return which, for mple, instead of stating that the Company's capital was divided o shares of 5s. each, stated that it was divided into shares of 25p ch.

Some companies may nevertheless wish to take a formal step. It ght be a resolution to the effect that as from February 15, 1971 5s. shares of the company shall be known as shares of 25p. If resolution were an ordinary resolution, the Registrar would not ve to be informed that it had been passed. If for its own reasons company made the resolution a special resolution, a copy uld have to be filed with the Registrar in accordance with Section of the Companies Act 1948 as modified by Section 51 of the mpanies Act 1967.

If a company wishes both to change the nominal value of its res and to express the new value in terms of decimal currency, will have to act in accordance with Section 61 of the Com-nies Act 1948. Before acting in this way a company should ensure t it is authorized by its articles to do so: if it is not, it would t be necessary to add to the articles a regulation on the lines Regulation 45 of Table A. When resolutions have been passed der Section 61, the Registrar would have to be notified of their ect in accordance with Section 62. This procedure could also be d in cases where the value of a share remains unchanged and y its designation is affected, although in the DTI's opinion in ch a case it is unnecessary.

Bank of England 10s. notes to be called in

THE BANK OF ENGLAND announce that 10s. notes of the series issued between 1961 and 1969 and bearing a portrait of Her Majesty the Queen are to be called in on Friday, November 20, 1970. Up to and including that date, these notes will remain legal tender and may be used in the ordinary way. The public are, however, advised to make arrangements for any of these notes in their possession either to be paid into a bank account or exchanged for other notes or coin as soon as possible.

After November 20, 1970 the notes called in will cease to be legal tender, but will still be payable at the Head Office of the Bank of England. The Bank cannot undertake to exchange notes through the post.

Issue of pennies to banks to end

THE ROYAL MINT announce that in anticipation of Decimal Day (D Day - February 15, 1971), the issue of pennies to the banks is now ceasing. The decision to cease issues from the Royal Mint will save the taxpayer some £200,000 in minting costs. Very large numbers of pennies are already in circulation (about 40 per head of population) but a high proportion are immobilized in money boxes and other forms of home savings. With the approach of D Day, when pennies are expected to fall rapidly out of use and be replaced by decimal coins, it is thought that the public will wish to disperse their stocks, and the return of these to active use will more than offset the absence of new issues.

Pennies will remain legal tender and be available to the public through the banks until the transition to decimal currency is complete, but will cease to be legal tender then.

Decimalization and the Inland Revenue

GENERAL GUIDANCE on decimalization of the currency is given by the Decimal Currency Board. The Board of Inland Revenue have issued a statement which deals with the particular impact of decimalization on the workings of the Inland Revenue; its purpose is to assist the taxpayer and his professional adviser in their contacts with the department and help resolve some of the difficulties they may encounter especially during the months following D Day, February 15, 1971.

Copies of this statement may be obtained from the Press and Information Officer, Inland Revenue, Room 32, New Wing, Somerset House, Strand, London, W.C.2.

Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
October 28-29	Miscellaneous stores	RAF, Stradishall, Newmarket, Suffolk	Fenn, Wright & Co. (Dept. L), 146 Street, Colchester. (Tel. 73171.)

Large selection of furniture, some of which will be offered in single and small lots to suit individuals and small dealers; crockery and cutlery (ex-o mess); fire fighting equipment including delivery and suction hose; plastic sheeting 160 ft. by 90 ft.; 10 tons scrap rubber; tyres, with high nylon co women's shoes, berets and raincoats; denim blouses and trousers; blue CD trousers; first aid and rescue equipment; fleece coat linings; rubber boots; boots; trailer-mounted welding shops; centrifugal water pumping sets; concrete vibrators; smooth drum rollers; paints, dopes and thinners; varnis adhesives; large selection of other miscellaneous items of stores.

November 3-5	Miscellaneous stores	The Lido Hall, Worthy Lane, Winchester, Hants.	Richard Austin & Wyatt (Dept. L), 79 Street, Fareham, Hants. (Tel. 4211.)

Conveyancer, Lansing Bagnall and Staccatruc fork lift trucks; Fowler diesel locomotive 150 h.p.; Whirlwind helicopter spares; battery charging Ruston Bucyrus crane conversion sets; scrap tyes; MT spares; miscellaneous wireless and communication spares; theodolites; binoculars; wrist wat electrical spares including transformers, capacitors, resistors, etc.; various hand tools; machine tools; electronic valves; electric cable; trolley, screw hydraulic jacks; jerricans; water bottles; scrap lead, brass and copper; DMS boots; black leather shoes; arctic coats and trouers; seamen's white je kitbags, blue serge jackets and jumpers, bell bottom trousers; caps; hats; shorts; foul weather coats and trousers; vests and drawers; battledress trouser blouses; women's leather shoes, various sizes; khaki greatcoats; scrap canvas, webbing, hessian, leather; furniture including easy chairs, tubular sta chairs, wardrobes, chests of drawers, tables various, writing tables, wood and steel lockers; double-tier single iron cots; carpets; mats; white and col blankets, etc.

November 11	Miscellaneous stores	Auctioneers' Premises	Woolland Son & Manico (Dept. L), Kinte House, St. Andrew's Cross. Plymouth. 69292.)

Coventry Climax fork lift trucks; vehicle spares; hydraulic trolley and screw jacks; diagnostic X-ray unit; machine tools; scrap batteries; hand t welding plant; miscellaneous electrical items including fans, transformers, motors, resistors and capacitors, etc.; donkey boilers; test pumps; centri oil purifier; coke crushers; winches; shot blast unit; treadle sewing machines; wooden boxes with hinged lids and webbing handles; gas forge; binocu miscellaneous crockery and kitchenware; furniture including tables; sideboards; settees; fold flat chairs, etc.; carpets; curtains; blankets; woollen and m rags; kitbags; greatcoats; ankle boots; blue serge jackets and trousers and large quantities of miscellaneous stores.

November 17-19	Heavy duty road making, commercial and private vehicles	Ordnance Storage and Disposals Depot, Rudd-dington, Notts.	Walker, Walton & Hanson (Dept. L), B Lane, Bridlesmith Gate, Nottingham. 54272.)

Mobile cranes; tippers; dumpers; scrapers; graders; heavy duty tractors; drop-side trucks; tankers; fork lift trucks; coaches; ambulances; sal estate cars; motor cycles, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only).

ADMIRALTY CRANE LIGHTER

Competitive tenders are being invited for the purchase of Admiralty Crane Lighter No. 21 to be sold as lying at HM Dockyard, Gibraltar.

Closing date for the receipt of tenders is 12 o'clock noon on Monday, November 16, 1970, and applications for further particulars, Conditions of and Tender Forms should be made well in advance of this date to Director-General of Defence Contracts, DC 22 (1), Ministry of Defence, Bath, BA1 5 (Tel. Bath 6933, Ext. 4748).

SALE BY TENDER

MACHINE TOOLS

CRAVEN 48½ in. CH by 9 ft. BC Heavy Duty Lathe. Manufactured 1958. 16 speeds – 1 to 60 rpm; Feeds 1/60 in. to ½ in. per revs of spindle; 415 v 3-phase; 50 cycle; 40 hp motor. 23 ft. Bed Section can be extended. Located at HM Dockyard, Devonport. Permission to view on presentation of Ten Form only, obtainable from Ministry of Defence, Directorate of Sales (Supply) (Sales (S) 6 a iv), First Avenue House, High Holborn, London, W.C. 1 V 6 Tenders must be returned by 10 a.m. November 10, 1970.

DEPARTMENT OF TRADE AND INDUSTRY

Mintech Stores Depot, Aston Down, Near Stroud, Glos. (between Stroud and Cirencester, just off A.419)

SALE OF GOVERNMENT SURPLUS STORES

Machinery: Houchin starting trolley, 28/115V; HML hydraulic servicing trolley; aircraft jacks up to 75 tons; quantity steel racking; 2 EOC alternat 3 BTH alternator sets; 4 rectifiers; Rubery Owen fuel pump trolley; 3 Vernons starting trolleys with Rolls Royce engines; HEL POD transport trolley new; MT spares; 45 tyres up to 14 x 24 and including 590 x 13; 2 Coventry Victor stationary engines; 2 air turbines; 3 radar trolleys; 8 maintenance troll 22 oscilloscopes; 17 avometers; 2 test sets type 2A; valve voltmeters and multimeters; 2 Elliott portable wattmeters; dynamometer; 6 EMI tape record 4 radio receivers; screws, nuts and bolts; wood cases; 6 Admel adjustable drawing boards; video oscillator; 2 laboratory balances; barometer; rivets; co and other cable; electrical items, resistors, plugs, sockets and valves; 4 extending ladders; 1,500 ft. of steel wire rope; welding electrodes; Klingerite; Tu board; Iddons extruding machine; electronic items, new and used; Ashworth platform scales, 4 ton; BVC air trolley.

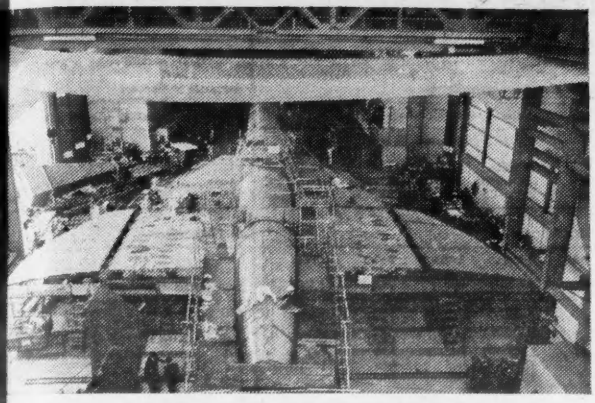
Furniture: Clothing, etc.; 28 hanging cupboards; 45 bedside cupboards; 6 settees; easy chairs; 98 various chairs; quantity of catering china; carp stairs carpet; 134 coloured blankets; 182 white blankets; 16 dressing chests; 5 sideboards; 6 oak dining tables; 4 mahogany chests of drawers; canvas sh 80 ft. x 16 ft., almost new, etc.

Hobbs & Chambers are instructed to sell the above by auction, in varying lots, from catalogue, in Hangar 9, on Saturday, October 31, 1970, commen at 10 a.m. On view Friday, October 30, from 10 a.m.-4 p.m. and one hour before sale. Light refreshments on sale day.

Catalogues (price 1s. 0d.-not stamps) from the auctioneers, 'At the Sign of the Bell', Cirencester, Glos. 2562/3 (with 24-hour telephone answering serv also at Faringdon, Berkshire, Swindon, Wiltshire, and Carterton, Oxon.

(Continued at foot of next pa

Aviation and Shipping



tective nets made from ICI nylon by Bridport-Gundry Ltd. of dport, Dorset, are playing an important part in an exhaustive gramme of environmental fatigue and stress tests on Britain's ncorde at the Royal Aircraft Establishment at Farnborough. This picture to be taken of work in the new multi-million pound ctures laboratory at Farnborough shows assembly in progress a specimen of the supersonic airliner. When complete scientists engineers will 'fry, freeze and tweak' Concorde to build up about performance.

ublic inquiry into stranding of el-Hudson'

e Department of Trade and Industry have ordered a public nal investigation under Section 466 of the Merchant Shipping , 1894, into the stranding off Grand Manan Island, Bay of Fundy, New Brunswick, of the motor vessel 'Bel-Hudson'. The casualty occurred on May 15, 1970.

The hearings will take place in London, but are unlikely to take place before mid-summer next year. A further announcement will be made in due course announcing the date and place of the hearings.

Boy coastguard rescues girl in sea

A SPECIAL LETTER of commendation for rescuing a girl from the sea has been sent to a 16-year-old Southend schoolboy by the Chief Inspector of HM Coastguard, Lt. Cmdr. John Douglas, MBE, RN (Retd). The boy, Jonathan Ralph, of Southend-on-Sea, joined the Auxiliary Coastguard Service this year when age limits for coastguards were reduced. He had been assisting the regular coastguards at Southend and was on duty in the coastguard look-out on Southend Pier on the night of Saturday, September 19. Cries of help were heard from the east side of the pier from a 17-year-old girl who had gone for a swim and was being swept out to sea by the tide. Flares were fired to locate the girl and Ralph ran to the edge of the pier and dived 20 feet into the water. He managed to locate the hysterical girl in the darkness, calm her down and support her as they were being carried away by the tide. He removed his trousers and wrapped them round his waist to act as an airlock – a trick he had been taught in the Scout movement. In the meantime the coastguard, Mr. E. Roberts, had enlisted the aid of a boatman, and in a dinghy they rowed out to the couple and brought them ashore.

In his letter Cmdr. Douglas says: 'I have just seen the report of the wonderful rescue work you carried out on the night of September 19 when on duty at Southend Coastguard Station regardless of the risk to your own life. It is certain that the girl owes her life to you and those who assisted. Your personal bravery, quick thinking and determination in diving off the pier at night into the tideway is worthy of the highest commendation. I speak for the whole service when I say that we are all proud of you. Although you are one of our youngest members your conduct was in the highest traditions of the Coastguard Service and a splendid example to other members of your generation of service to the community.'

eferences for developing countries

e *Board of Trade Journal* of September 30, 1970 contained the t of the statement by the United Kingdom representative to UNCTAD Special Committee on Preferences on September 21, cribing the revised United Kingdom offer.

The committee, to which all the member states of UNCTAD ong, met again between October 1-12 to complete its considera- of the schemes of generalized preferences proposed by the ustrialized countries and various measures which the Eastern opean countries propose to take.

The outcome of the sessions is a report by the committee which UNCTAD Trade and Development Board approved at a special sion on October 12 and submitted to the United Nations General sembly in New York. The conclusions of the report welcome preference schemes proposed by the industrialized countries d describe them as an important success in the work of NCTAD following the agreement in principle reached at the w Delhi Session of UNCTAD on a generalized system of preferences, and an important element in the Second United Nations Development Decade which starts in January 1971. The committee calls for regular consultations between developed and developing countries on the operation of the arrangements during their lifetime and for further improvements in these schemes to be pursued in a dynamic context. The determination of the prospective donor countries to put through legislation as soon as possible with the aim of implementation in 1971 is noted.

One of the problems not settled in the course of the meeting arises from a stipulation by the United States that developing countries granting tariff preferences to certain developed countries must undertake that these will be phased out if they are to benefit from the United States scheme. The committee has agreed that there should be further consultations between the countries concerned with a view to finding solutions before the implementation of the schemes. All the prospective preference-giving countries have also to decide which countries should be beneficiaries of their schemes.

OVERNMENT SURPLUS SALES, *continued*

INISTRY OF PUBLIC BUILDING AND WORKS

	Description of Goods	Location	Auctioneers
ember 3	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

logues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:–
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26.758	1963	1963 21.758	1963 20.087	1963 20.087	1966 11.372	1963 4.907	1963 1.070	1963 994	1963 944	1963 1.752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	104	140	130	143	145	142	157	23	75	41
1969	117	122·9	143	142	113	103	135	135	146	130	130	276	194	–17	36
1968															
2nd quarter	114	118·8	133	132	110	102	137	123	135	147	142	71	39	26	– 9
3rd quarter	116	120·7	135	135	112	103	138	129	143	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104	145	146	159	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102	132	124	136	135	134	96	104	1	9
2nd quarter	116	123·3	141	141	113	104	133	136	145	129	127	65	33	– 3	—
3rd quarter	118	123·2	143	144	113	103	136	141	152	130	128	23	–12	– 6	10
4th quarter	119	123·5	147	146	114	103	136	140	152	127	131	92	70	– 9	16
1970															
1st quarter	117	123·7	149	148	114	103	132	138	140	115	131	–25	45	– 7	–41
2nd quarter	119	122·8	154	153	116	104	140	145	156			68	33	8	7
1970															
February		124				104									
March		125				103									
April		125				103									
May		121				105									
June		123				105									
July		122 p				104									
August						105									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail price index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4.983	1963 4.365	series in £ mil
1964	119	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	–395
1965	123	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	118	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	108	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1968												
3rd quarter	104	125·7	5·6	119·3	112·8	187·7	547	189	24,292	161	154	– 27
4th quarter	108	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	5·0	130·1	120·6	209·0	561	192	24,280	172	180	153
2nd quarter	122 p	139·5	5·8	129·2	123·6	213·8	563	187		183	182	53
3rd quarter				126·8 p	125·5 p		592	185		177 p	175 p	
1970												
March	119	137·0	5·1	130·8	120·6	211·1	567	188		176	185	
April	119 p	139·1	5·6	130·4	122·9	211·8	567	188		180	187	
May	119 p	139·5	6·1	129·3	123·6	214·3	560	187		176	174	
June	122 p	139·9	5·9	128·0	124·2	215·4	561	187		192	185	
July	125 p	140·9	6·7	127·5	125·0	217·1	593	186		143	185	
August		140·8	6·8	126·0 p	125·6 p	219·2	593	184		195	140	
September				126·8 p	126·0 p		589	187		192 p	199 p	

† Not seasonally adjusted

First full Retail Census since 1961: Mr. Noble wants more information for industry

If Britain is a nation of shopkeepers, how many shopkeepers are there? What is their turnover? To what extent has the business of large chain stores and supermarkets increased at the expense of smaller retailers in the last few years?

THESE AND MANY OTHER questions about the retail trade will be answered by the 1971 Retail Census to be conducted by the Business Statistics Office (BSO), Mr. Michael Noble, then President of the Board of Trade announced on October 13. He was visiting BSO's new offices being built at Newport, Monmouthshire, which by 1973 will house the whole of BSO.

Mr. Noble said: 'The Census in the first full census since 1961. From it will emerge a full picture of Britain's retail industry. Its findings will be important not only to Government but to retailers themselves whose representatives have helped BSO devise the questions to be asked. They can use the results to discover how their business compares with the average for similar firms in their part of the country in a wide variety of ways. Market research companies, manufacturers, wholesalers and local planning authorities will also welcome the results.

Provisional results by the end of 1972

'Over 600,000 shopkeepers will be involved in the census, which is the third ever held in Britain. The 10,000 largest will be receiving notice of the questions at the end of this month, together with "The 1971 Retail Census and You", a booklet which outlines the uses retailers can make of the results. The questionnaires they will have to complete will be sent to all retailers on January 1, 1972. BSO aim to publish the provisional results of the census by the end of 1972. The final results will give a detailed breakdown of trade for each region for towns with a population of over 200,000 and less detailed figures for many smaller towns. Detailed breakdowns for smaller areas will be available from BSO on request, subject only to the need not to reveal information about individual businesses'.

Mr. Noble also announced that BSO has ordered an £800,000 computer, an ICL 1906 A, to be installed in Newport in May next year. 'No other government statistical office in Europe', he said, 'has such a powerful computer. One of its first tasks will be to process the results of the Census'.

He went on to refer to the new system of industrial inquiries BSO is introducing – annual censuses backed by quarterly inquiries into sales of manufacturing firms. 'This does not mean that the Government wants to interfere more in the affairs of industry', said Mr. Noble, 'In fact Government should interfere less. But I am convinced from the representations made by industry that these statistics are wanted by industry itself'.

Mr. Michael Noble, then President of the Board of Trade, at the site of the new Business Statistics Office being built at Cardiff Road, Tredegar Park, Newport. The picture shows (left to right): Miss Linda Chatwin, BSO; Mr. Michael Noble; Alderman S. T. Miller, Mayor of Newport; Mr. M. Fessey, director BSO; and Mr. K. L. Mainstone of Sir Percy Thomas & Sons, Architects, designers of the new building. In the foreground is a model of the new building.

Completion of forms – 'a priority'

Mr. Noble said, 'A major obstacle BSO is encountering in providing fuller and more up-to-date information is the split personality some firms have when it comes to statistics. The marketing side is often thirsty for more facts and figures while those who have to provide the information find questionnaires burdensome. I urge every industrialist and retailer to make the completion of their forms a priority so that industry and commerce have the best possible information on which to base their decisions'.

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General assessment of the economic situation

From the article prepared by HM Treasury on the Economic Situation to be published in Economic Trends, *October. Note: unless otherwise stated, this report is based on seasonally adjusted data.*

THE RECENTLY PUBLISHED estimates of national income and expenditure up to the second quarter show that the increase in consumers' expenditure in the first half of this year was rather greater than earlier estimates had indicated. The rate of growth of consumer spending between the second half of 1969 and the first half of 1970 is now seen to have been nearly 1½ per cent and between the first and second quarters there was a larger rise than in the preceding quarter. Real personal disposable income is estimated to have increased by over 2 per cent between the two half-years; the ratio of personal saving to personal disposable income also increased. In the third quarter, the available indicators point to a further increase in consumers' expenditure. The volume of retail sales in the three months June-August was about 1 per cent higher than in the preceding three months. New car registrations in the third quarter are likely to exceed the second quarter level (the revised estimates of seasonal adjustment imply a steadier upward trend in new registrations in the first half of 1970 than the previous estimates).

The dip in national output in the first quarter was more than made good in the succeeding quarter. In addition to the acceleration in consumer spending in the second quarter, there was a recovery in both fixed investment and investment in stocks from the drop recorded in the first quarter. The offsetting movements in recorded expenditure in the two quarters may be partly explained by timing factors – the tight liquidity position in the first quarter of the year may have led to some delaying of expenditure – and the changes in investment are therefore probably better considered on a half-yearly basis. Fixed investment fell slightly between the second half of 1969 and the first half of 1970; the major fall was in investment in dwellings, while investment in plant and machinery showed a further increase over the same period. The volume of investment in stocks, influenced by the very small increase in output between the second half of 1969 and the first half of this year and probably also by liquidity pressures, fell from about £115 million (at 1963 prices) in the second half of 1969 to about £45 million in the first half of 1970.

Within the total of fixed investment, there was a small increase in manufacturing investment between the second half of last year and the first half of this year, and investment by the distributive and service industries fell slightly. Forecasts of capital expenditure provided to the then Ministry of Technology by manufacturing industry confirm that manufacturers' intentions have been revised downwards and suggest that expenditure may not rise much in the second half of this year; for 1971, the indications from the inquiry are of no large change from the current year. Investment expectations in the distributive and service industries (excluding shipping) still indicate a small increase in the volume of investment in 1971 as compared with 1970, and in shipping the company forecasts suggest that after some increase this year, there may be a substantial advance in 1971.

Between July and August, the index of retail prices (not seasonally adjusted) was little changed but the average for the two months was nevertheless about 1 per cent above the second quarter rate, representing a high rate of increase for a seasonally favourable period of the year (even allowing for the possible effects on prices of the dock strike). In both July and August retail prices were about 6¾ per cent higher than a year earlier. The main factor sustaining this continuing high rate of price increase has been the rapid advance in wage costs; among the other cost elements, there was a very sharp increase in wholesale prices of basic materials and fuels in the second half of last year, but a slow-down in the early months of this year has been followed by a fall since then. In July, the index of hourly wage rates (not seasonally adjusted) was about 10 per cent higher than in July of 1969, while average earnings rose by about 12 per cent over the same period; this indicates the continuation of a good deal of wage drift despite the slow growth in output. In the first eight months of the year, the rate of settlement becoming effective for manual workers (not seasonally adjusted) averaged over 10 per cent (or about 9½ per cent at an annual rate), and there was some tendency for the rate to rise during the period.

Following the sharp rise in unemployment between June and July, there has been little change in unemployment in the succeeding two months; and there has been little change also in recent months in the number of unfilled vacancies. There appears to have been a relative improvement in the employment and unemployment situation in some of the regions of high unemployment. The provisional estimates of regional employment in March 1970 show that, despite a fall in employment in Great Britain between March 1969 and March 1970, there were slight increases in the Northern Region and Wales, although in Scotland employment did fall by nearly 1 per cent. This year there has been evidence of an improvement in the relative unemployment position in Wales, where the unemployment rate was less than 1½ times the national average for the first time since 1964 (when the national rate was much lower). The Northern Region whose unemployment increased relative to the national average during 1968 has since regained the ground lost and the relative position of Northern Ireland also improved during 1969. The ratio of the Scottish unemployment rate to the Great Britain rate, however, has risen a little since June, following some major redundancies.

The trade figures continue to be affected by the aftermath of the July dock strike. In September, exports totalled £723 million f.o.b., and imports were £796 million c.i.f. (excluding United States military aircraft); both figures were inflated by the after-effects of the dock strike. There was a surplus on visible trade in September of £5 million (excluding United States military aircraft). While there has been a further reduction in the backlog of imports and an appreciable making-good in the movement and recording of exports, it seems clear that a greater backlog of exports than of imports still remains to be recorded.

Manufacturing industry

There is no single reliable measure of capacity utilization, but it is clear that there was a sharp increase in capacity utilization in manufacturing during 1968, although not to the peak levels of 1964, and the rate of working remained comparatively high during most of 1969. But this year manufacturing output in the first six months was little different from that in the second half of last year. At present, indicators based on output show a rather larger fall in capacity utilization than would have been expected from the results of the CBI Surveys or the number of vacancies reported. Capacity utilization – as measured by the ratio of manufacturing output to estimates of capacity based on the rate of growth of output between two past periods of broadly equal pressure of demand in manufacturing – had, by the second quarter of this year, fallen back to around the level of 1967†. But unfilled vacancies were still well above 1967 levels in the third quarter of this year, and the percentage of firms working below capacity in May was also reported by the CBI to be lower than in 1967. Since the middle of last year, the rate of unemployment in manufacturing has risen, but since the mid-60's the rate of unemployment in manufacturing, as in the economy as a whole, has been a less reliable indicator of capacity utilization.

These conventional measures of capacity utilization, particularly the output-based indicators, may somewhat overstate, however, the amount of slack existing in manufacturing industry at present. For the greatly increased incidence of industrial disputes in the past year has reduced both output and the capacity which could have been brought into operation by increased demand; in the motor industry, for example, the much higher share of imported cars in new registrations this year is an indication that domestic suppliers were unable to meet the existing level of demand. It is relevant also to note that whereas deliveries in the engineering industries are estimated to have fallen slightly between the second half of 1969 and the first half of 1970, total orders on hand are provisionally estimated to have risen by about 7 per cent between December 1969 and July 1970.

†This is confirmed by an alternative measure using the ratio of manufacturing output to estimates of capacity based on estimated movements of the capital stock.

United Kingdom trade in September

Visible trade balance

THE TRADE FIGURES continue to be affected by the aftermath of the July dock strike. There was a surplus on visible trade in September of £5 million, seasonally adjusted and excluding United States military aircraft. There has been a further reduction in the backlog of imports and an appreciable making-good in the movement and recording of exports. It seems clear that a greater backlog of exports than of imports still remains to be recorded.

Table 1A.
Seasonally adjusted values — £ million per month

	Exports fob§	Imports cif		Visible trade balance§†
		Total	Excl. US military aircraft, etc.	
1968	547 (536)	658	646	– 44 (– 55)
1969	615 (612)	693	677	– 7 (– 10)
1968 1st quarter	532 (521)	647	641	– 47 (– 57)
2nd quarter	516 (506)	642	633	– 64 (– 74)
3rd quarter	562 (550)	666	654	– 37 (– 48)
4th quarter	578 (567)	678	657	– 31 (– 42)
1969 1st quarter	577 (565)	676	659	– 30 (– 41)
2nd quarter	608 (596)	700	678	– 16 (– 28)
3rd quarter	631 (637)	695	680	+ 10 (+ 16
4th quarter	645 (648)	700	693	+ 9 (+ 13)
1970 1st quarter	656	714	712	+ 9
2nd quarter	662	758	755	– 29
April	679	748	745	– 7
May	633	730	727	– 31
June	672	797	792	– 48
July	675	595	595	+ 134 **p**
August	508	809 **r**	809 **r**	– 228 **p r**
September **p**	723	797	796	+ 5 **p**
April-June	662	758	755	– 29
July-September **p**	635	734	733	– 30

† Excluding transactions relating to US military aircraft financed by Export Bank credit (See note 2 (b)).
§ Including adjustments for special factors affecting the recording of exports: figures excluding the adjustments are shown in brackets.

Table 1B. Three-monthly averages†
Seasonally adjusted values — £ million per month

1969 October	641	693	680	+ 20
November	640	695	686	+ 13
December	645	700	693	+ 9
1970 January	653	698	694	+ 19
February	647	704	702	+ 10
March	656	714	712	+ 9
April	662	732	730	– 5
May	661	736	734	– 12
June	662	758	755	– 29
July	660	710	708	+ 19
August	618	734	732	– 47
September	635	734	733	– 30

† Average of month shown and two preceding months (See note 2 (c))

Exports and imports

In September, exports totalled £723 million f.o.b., seasonally adjusted, and imports were £796 million c.i.f., seasonally adjusted and excluding United States military aircraft; both figures were inflated by the after-effects of the dock strike. The export and import figures in the third quarter are too much affected by the strike to provide guidance to the underlying trends.

Invisibles

The surplus on invisibles is estimated by the Central Statistical Office to have been running recently at rather over £40 million a month.

The dock strike

As has already been explained, the effect of the recent dock strike has been reflected unevenly in the import and export statistics.

The September export figure shows some initial making-good in the delay to the movement of goods and in the submission of export documents, while for imports there was a continuation, though at a lower rate, of the making-good which was apparent in the August figure.

For neither imports nor exports has the backlog been cleared so far but the run of recent monthly figures indicates that a greater backlog of exports than of imports remains to be recorded in later months. The arrears of imports should arrive in the next month or two, but the making-good of export shipments is likely to take longer.

Import deposits

The rate of import deposits was reduced from 30 per cent to 20 per cent on September 1. It is announced by HM Customs that gross receipts of import deposits in September were £54 million; repayments were £95 million.

Other factors in the trade balance

The net adjustment to the seasonally adjusted figures to derive the visible trade balance (explained in greater detail in Note 2 (a) amounted to a credit of £78 million in September compared with £73 million in August.

(*Continued on page* 21)

Table 1C
Recorded values — £ million per month

	Exports fob†	Imports cif	
		Total	Excluding US military aircraft, etc.
1968 1st quarter	522·3	665·1	658·6
2nd quarter	522·3	646·1	637·6
3rd quarter	524·3	649·3	636·9
4th quarter	575·7	672·0	650·8
1969 1st quarter	555·5	687·2	670·9
2nd quarter	618·8	706·0	684·1
3rd quarter	611·3	676·7	661·2
4th quarter	660·8	701·7	694·1
1970 1st quarter	649·5	715·4	713·5
2nd quarter	688·0	785·0	781·8
3rd quarter **p**	608·6	720·1	719·6
July	701·6	632·0	631·4
August	456·2 **r**	737·2 **r**	737·0 **r**
September **p**	671·8	797·1	796·4

† No adjustment has been made in this table for special factors affecting the recording of exports.

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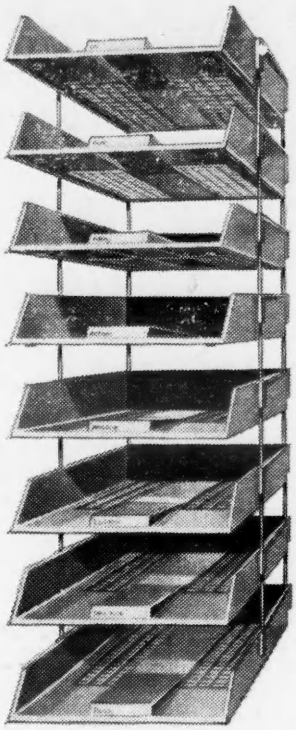

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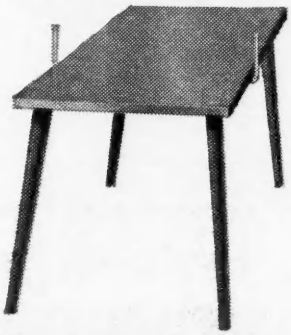

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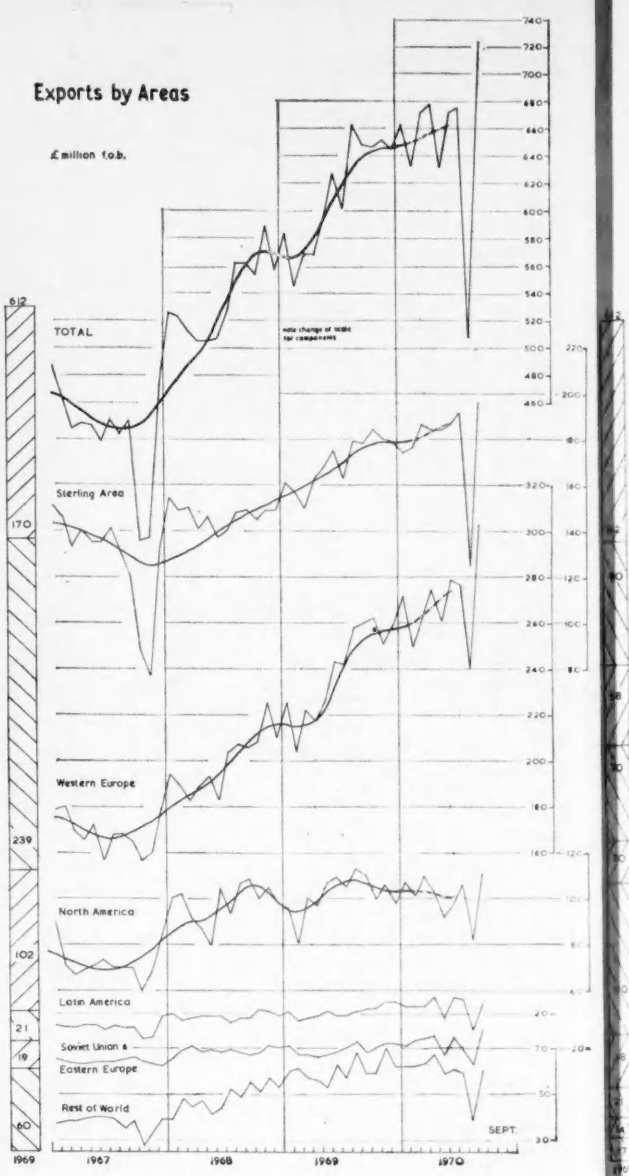
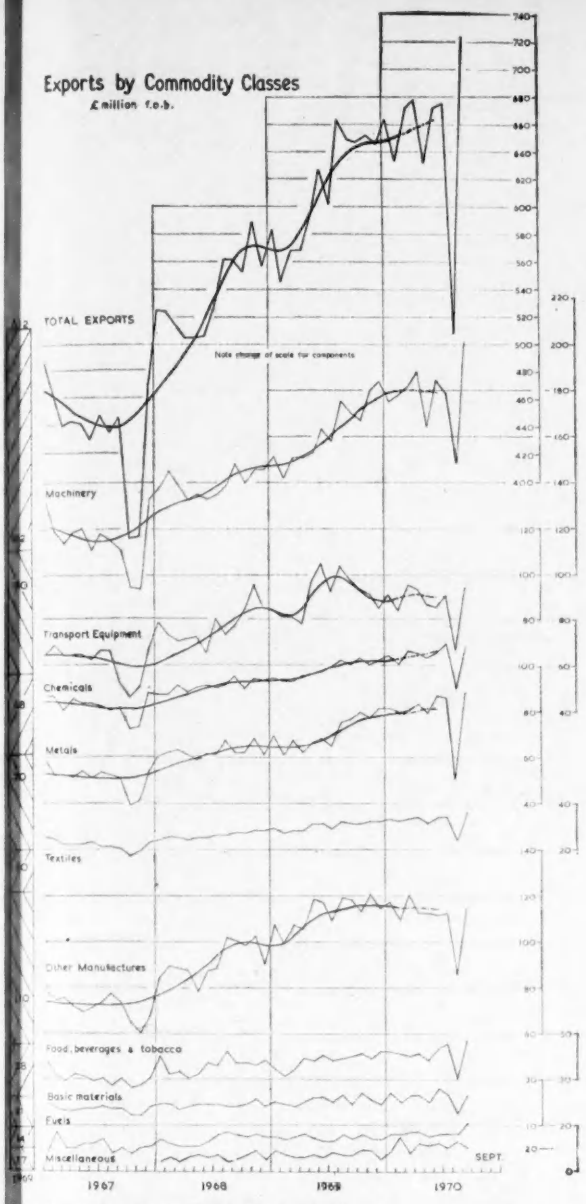


Table 2. Export Areas†

Seasonally adjusted values — £ million fob per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1969	612	170	239	127	90	102	21	19	60
3rd quarter	637	173	253	133	95	109	20	20	61
4th quarter	648	181	257	139	96	102	24	21	64
1970 1st quarter	656	180	262	139	102	107	23	23	63
2nd quarter	662	184	272	144	106	98	24	22	62
July	675	191	276	145	106	106	26	19	59
August	508	125	240	133	90	82	13	13	39
Sept. p	723	196	303	157	117	111	24	28	60
2nd quarter	662	184	272	144	106	98	24	22	62
3rd quarter p	635	171	273	145	104	100	21	20	52

† No adjustment has been made in this table for special factors affecting the recording of exports.



Current account

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. These are estimated by the Central Statistical Office to have been running recently at rather over £40 million a month. During 1969 they averaged £46 million a month and in the first half of this year £44 million a month.

The third element making up the full current account is the payment for US military aircraft. These payments, which differ from the value of arrivals, averaged £2 million a month in the second half of 1969 and were negligible in the first half of this year. Payments in September were negligible. The payments have been made largely out of corresponding loans from the Export-Import bank.

(Continued on next page)

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

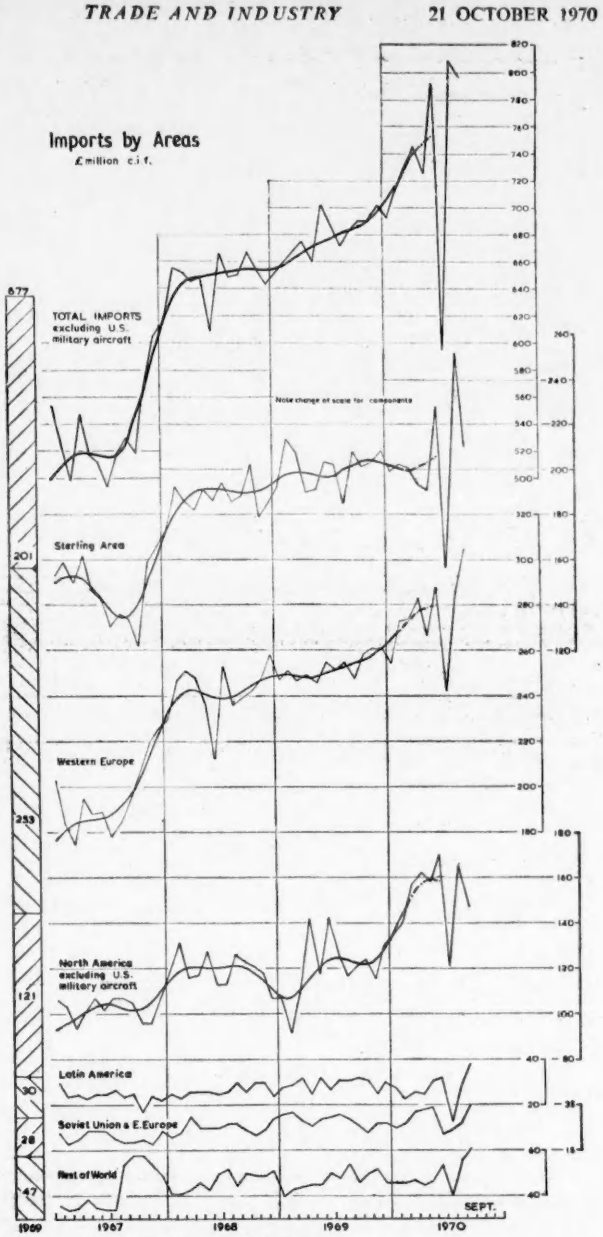
Table 3 Exports: Commodity classes†

seasonally adjusted values

£ million fob per month

	Total	Food beverages and tobacco	Basic materials	Fuels	Manufactures								Miscellaneous
						Machinery and transport equipment							
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1969	612	38	21	14	521	253	162	66	24	58	70	30	110	17
3rd quarter	637	39	21	14	547	268	168	70	25	60	72	31	115	17
4th quarter	648	41	21	15	552	266	177	66	24	62	79	32	115	18
1970 1st quarter	656	41	22	16	555	266	178	70	22	63	80	33	115	21
2nd quarter	662	41	23	16	562	270	179	67	22	64	83	33	112	22
July	675	45	23	16	569	271	179	73	16	69	86	34	112	20
August	508	30	15	16	424	216	149	50	13	50	51	24	85	23
September p	723	47	23	21	606	298	201	71	19	68	8	36	114	20
2nd quarter	662	41	23	16	562	270	179	67	22	64	83	33	112	22
3rd quarter p	635	41	20	17	533	262	176	65	16	62	75	31	104	21

† No adjustment has been made in this table for special factors affecting the recording of exports



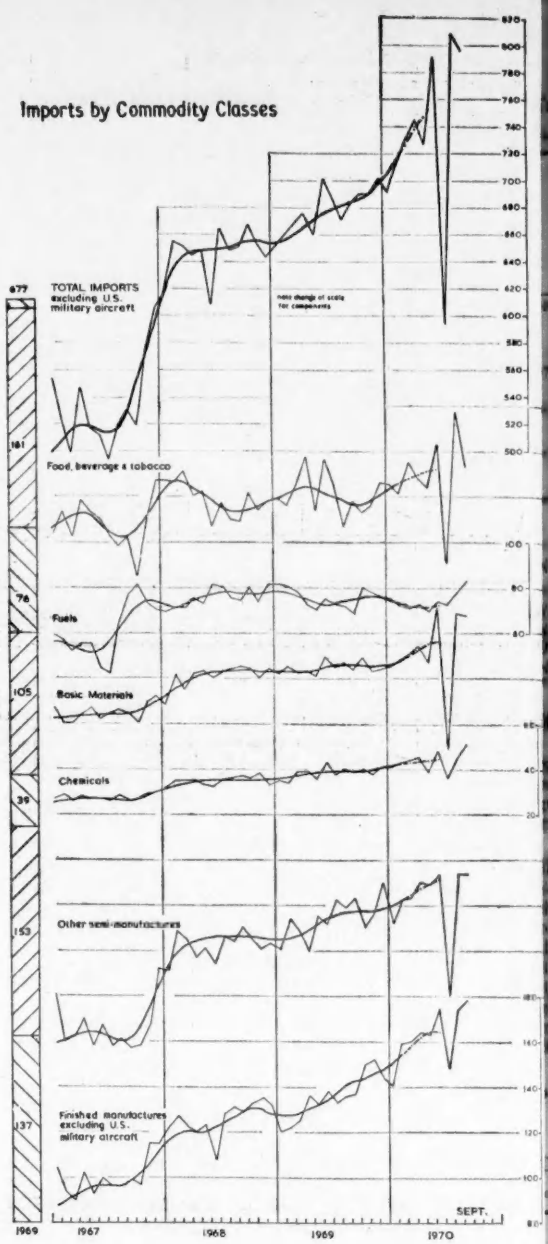


Table 4. Imports: Commodity classes

Seasonally adjusted values

£ million cif per m

	Total	Total, excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		M... lated
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1969	693	677	161	76	296	105	39	153	153	137	1970
3rd quarter	695	680	157	72	304	106	39	160	153	138	1
4th quarter	700	693	158	78	303	105	40	158	156	149	1
1970 1st quarter	714	712	168	74	309	107	43	159	155	153	9
2nd quarter	758	755	171	73	332	118	44	171	170	167	10
July	595	595	131	73	225	69	36	121	150	149	10
August	809	809	198	78	348	129	45	174	175	174	8
September p	797	796	173	83	352	128	51	174	179	178	8
2nd quarter	758	755	171	73	332	118	44	171	170	167	10
3rd quarter p	734	733	167	78	309	109	44	156	168	167	9

Table 5. Import: Areas (*See chart on previous page*)

Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1969	693	677	201	253	136	121	30	28	47
3rd quarter	695	680	201	251	138	122	31	28	49
4th quarter	700	693	204	260	131	124	29	25	49
1970 1st quarter	714	712	202	269	146	144	26	28	46
2nd quarter	758	755	205	279	167	164	29	30	48
July	595	595	157	242	122	121	13	24	40
August	809	809	252	285	165	165	28	27	56
September p	797	796	210	305	148	147	38	35	61
2nd quarter	758	755	205	279	167	164	29	30	48
3rd quarter p	734	733	206	277	145	144	26	29	52

NOTES:

1. Detailed particulars of United Kingdom imports and exports will be published on October 27† and further analysis of the figures will be found in the form of tables in the monthly *Report on Overseas Trade*‡ for November, due to be published on or about November 27.

2(a). Visible trade balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together.

The visible trade balance is obtained by making a number of adjustments to the figures recorded in the monthly Trade Statistics. Some are valuation adjustments, the principal of which is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). These adjustments are described in greater detail in the annual 'Pink Book', 'United Kingdom Balance of Payments 1970' (Table 8 and pp 68-71).

A run of recent figures summarising the adjustments is given below.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

(d). Recording of exports

For an account of special factors affecting the recording of exports and net figures of adjustments on this account up to October of last year, see page 1392 of the *Board of Trade Journal* of May 20, 1970 (United Kingdom trade in April).

† Overseas Trade Statistics of the United Kingdom, September 1970, HMSO price £1 10s. 0d. (Annual subscription £19 4s.).

‡ Report on Overseas Trade, published by HMSO price 6s. (Annual subscription £3 16s.).

Calculation of visible trade balance (Note 2(a))

Seasonally adjusted values

£ million per month

	Exports			Imports (excluding US military aircraft, etc.)				Visible Trade Balance†
	Overseas Trade Statistics basis†	Coverage adjustments	Balance of Payments basis†	Overseas Trade Statistics basis	Freight, insurance and other valuation adjustments	Coverage adjustments	Balance of Payments basis	
	(fob) (1)	(2)	(fob) (3)	(cif) (4)	(5)	(6)	(fob) (7)	(8)
1969	547	−24	523	646	66	−13	567	− 44
1970	615	−27	588	677	68	−14	595	− 7
1969 1st quarter	577	−26	551	659	68	−10	581	− 30
2nd quarter	608	−30	578	678	68	−10	594	− 16
3rd quarter	631	−24	607	680	68	−14	597	+ 10
4th quarter	645	−27	618	693	68	−16	609	+ 9
1970 1st quarter	656	−26	630	712	71	−19	621	+ 9
2nd quarter	662	−28	634	755	76	−16	662	− 29
3rd quarter	635	−25	610	733	79	−14	640	− 30
April	679	−34	646	743	75	−17	654	− 7
May	633	−25	608	727	72	−16	639	− 31
June	672	−27	646	792	82	−17	694	− 48
July	675	−23	652	595	64	−13	518	+ 134
August	508	−25	483	809	87	−10	712	− 228
September	723	−28	695	796	86	−20	690	+ 5

Figures in columns 3 and 7 are the result of applying the respective adjustments to columns 1 and 4. Column 8 is the difference of columns 3 and 7. Components and totals throughout are rounded independently.

† These figures are after adjusting for special factors affecting the recording of exports.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for July 1970 was 122. This represents an increase of 5 per cent on the index for July 1969, the base index being 100 in 1965.

All the main groups showed increases, with the exception of Department and general stores, but the estimated volume of sales (adjusted for price increases) decreased by 1 per cent as compared with July 1 The percentages indicated hereunder do not reflect adjustment price increases.

Further details may be had on application to the Ministry of C merce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belf (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week and percentage increase compared with a year earlier

1965 =

	All kinds of business		Food shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department & general stores	
1966	102		106		99		98		98		102		92	
1967	103	1	109	3	100	1	95	-3	99	1	103	2	94	3
1968	109	6	118	8	104	4	100	4	106	7	107	3	101	7
1969	114	4	125	6	107	3	104	4	109	3	108	2	104	3
1968 2nd quarter	109	6	119	7	103	5	97	3	107	13	107	3	96	9
3rd quarter	107	6	115	7	103	5	93	3	103	6	110	4	93	8
4th quarter	115	5	125	12	109	1	115	4	104	-6	104	—	124	5
1969 1st quarter	109	3	126	11	98	-5	92	-1	96	-12	104	-2	88	-4
2nd quarter	115	5	128	8	106	3	103	6	113	6	107	—	102	7
3rd quarter	111	4	120	5	106	3	96	3	110	7	113	2	95	2
4th quarter	121	5	127	1	117	7	125	9	116	11	110	6	132	6
1970 1st quarter	115	6	128	1	107	9	105	14	108	12	112	7	96	9
1969 July	116	5	121	7	113	4	104	8	116	7	120	1	100	5
August	113	3	125	8	105	—	92	—	110	5	115	-1	89	—
September	105	3	115	—	99	6	91	1	104	8	103	9	94	-1
October	113	3	123	1	107	4	108	6	114	4	103	—	112	11
November	115	4	127	—	108	7	123	12	106	7	102	5	106	3
December	135	7	130	2	137	11	144	7	128	23	126	12	178	6
1970 January	115	2	121	-1	112	4	114	8	120	9	115	3	87	-6
February	114	7	129	1	106	12	100	16	108	17	111	7	94	26
March	116	9	134	4	105	13	102	18	95	10	109	13	107	9
April	118	4	134	2	108	5	103	4	109	3	111	5	110	12
May	125	6	127	-2	123	11	125	16	118	4	129	14	100	-4
June	117	4	128	3	110	4	113	9	124	3	106	3	107	2
July	122	5	127	5	119	5	112	7	129	12	126	5	96	-5

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for August, 1970, is 145 (1963=100). This is 15 points higher than for July, 1970, and 8 points higher than for August, 1969.

The index numbers for the main industrial groups with the increase or decrease on August, 1969, shown in brackets are: Textiles: 193 (+30 points), clothing 105 (−3), engineering and metals 113 (+11), food, drink and tobacco 130 (+6), timber and furniture 151 (+8), mineral products 158 (−2), other manufacturing industries 198 (−8), gas electricity and water 137 (+13).

New companies registered in Northern Ireland

IN THE month of September, 25 private companies with a nominal capital of £138,600 were registered in Northern Irela

During the period January-September, 254 companies with a nominal capital of £2,237,000 were registered as compared 217 companies with a total nominal capital of just over £1,59 registered in the same period in 1969.

Registrations of British and foreign films

The following are details of films registered under the Films Acts, 1960 to 1970, during the week ended Friday, October 16, 1970. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Man Who Had Power Over Women	Br/E 35106	89	October 14	AVCO Embassy Pictures (UK) Ltd.	Kettledrum Productions Ltd.
A Hole Lot of Trouble	Br/E 35109	27	October 14	Monarch Film Corporation Ltd.	Chairene Productions Ltd.
Movietone News 2158	Br/E 34931	7	October 16	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2158A	Br/E 34932	8	October 16	" "	" "
				FOREIGN	
Picture Mommy Dead	F 35107	92	October 14	AVCO Embassy Pictures (UK) Ltd.	Bert I. Gordon.
Woman In Chains (La Prisonniere)	F 35108	106	October 14	Cinecenta Film Distributors Ltd.	Robert Dorfman, Paris.

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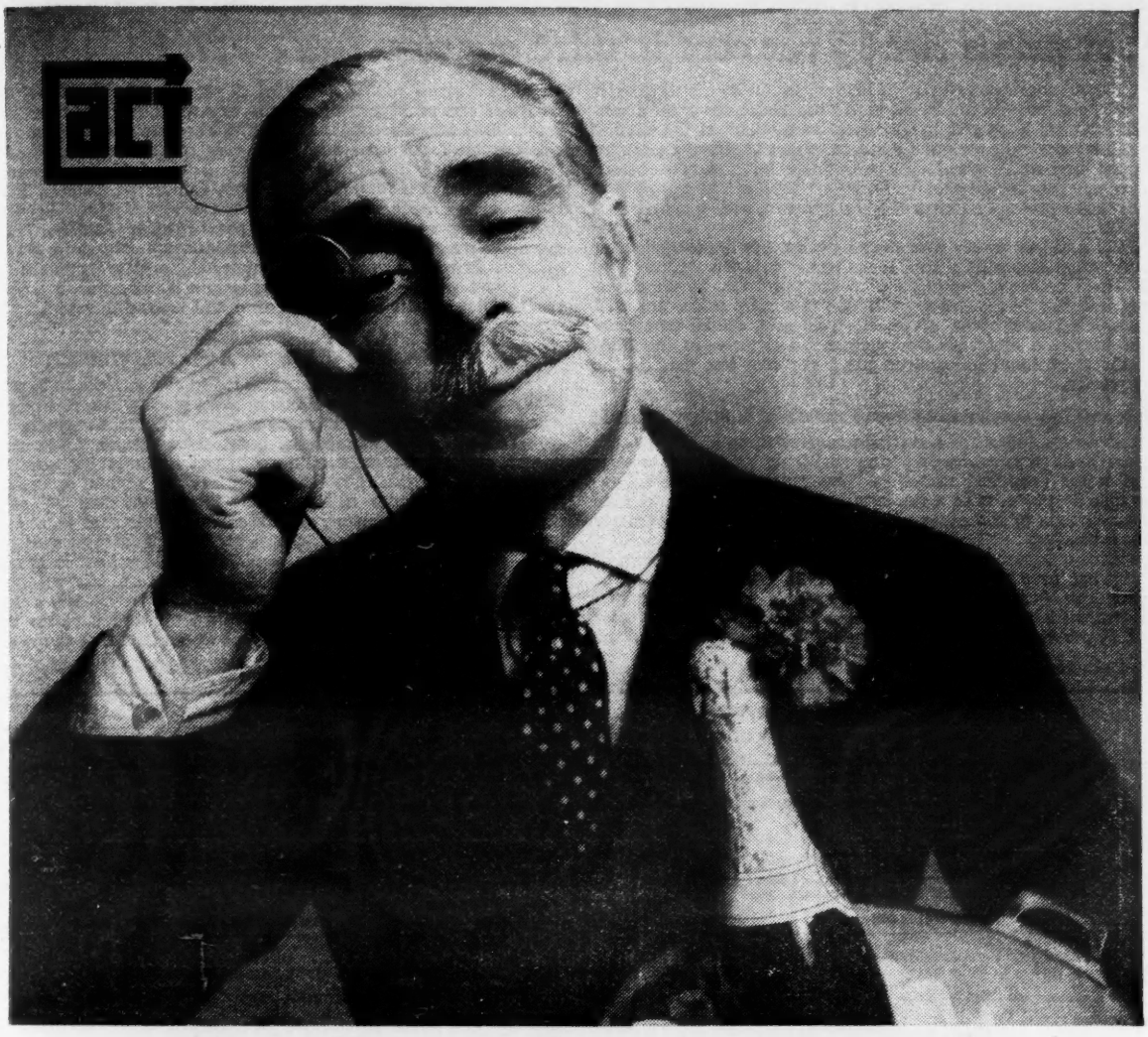

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WHOLESALE PRICE INDEX NUMBERS

Output prices rise 1½ per cent in third quarter

OUTPUT PRICES continued to rise in September. In the third quarter as a whole, the provisional price index for home sales of manufactured products averaged 1½ per cent more than in the second quarter. Corresponding previous increases this year were 2 per cent in both the first and second quarters. There has thus been some slowing of the rate in increase in recent months, although seasonal influences have probably sharpened the contrast with the first half of the year.

Materials and fuel prices rose over 1 per cent in September after successive falls amounting to 2½ per cent between March and August. The increase in the price index for purchases by all manufacturing industry in September was due to higher prices for coal for carbonizing and home produced food and drinks materials; prices of imported materials on balance fell slightly. In the third quarter the provisional index averaged 1 per cent less than in the second quarter.

Materials and fuel purchased by broad sectors of industry (Table 1)

The provisional index for the food manufacturing industries rose 2 per cent in September, mainly due to higher prices for a wide range of home produced materials. The index for the steel industries rose 3½ per cent as a result of increases for coke and steel scrap. Movements in the other sector index numbers in September were much smaller.

In the third quarter as a whole, index numbers for most sectors of manufacturing rose less sharply than in the second quarter, or fell. Exceptions were the steel industries, where materials and fuel prices averaged 2 per cent more than in the second quarter after a rise of 1½ per cent between the first and second quarters; and the paper industries where a rise of 3 per cent in the third quarter followed one of 1½ per cent in the second. Index numbers for basic mechanical and electrical engineering were lower than in the second quarter, by 1 per cent and 5 per cent respectively: in both cases this was largely the result of lower prices for copper and brass products. In non-engineering sectors (other than steel), increases between the second and third quarters varied from 1¼ per cent for clothing and footwear to ¼ per cent for textiles. These increases were all less than the corresponding increases in the second quarter. Prices of construction materials, which increased 1½ per cent between the second and third quarter after a particularly sharp rise of 2½ per cent between the first and second quarters.

Output of broad sectors of industry: home sales (Table 2)

Manufactured food prices continued to rise sharply in September, the rise of 1 per cent in the index being mainly due to higher meat prices. Provisional index numbers for all the non-food sectors rose in September. Comparing quarterly averages, index numbers for all sectors except steel were higher in the third quarter, but increases were generally less than in the second quarter. The index for the paper industries, however, averaged 3½ per cent more in the third quarter, after a rise of 2 per cent in the second quarter. The index for the chemicals and allied industries for the third quarter rose 1¼ per cent, about the same as that in the second quarter. Rises in other non-food sectors were less in the third quarter than in the second. The slowing was particularly marked in the index for the engineering and allied industries, where the rise of 1½ per cent in the third quarter was about half that in the second.

Table 1. Price index numbers of materials purchased 1963 = 100

1968 SIC		1969		1970			1969	1970							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. p	Sept.	Feb.	Mar.	Apr.	May	June	July	Aug. p	Sept. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	121·4	124·1	126·3	126·1	124·8	122·0	125·9	127·0	126·8	126·4	125·3	125·0	123·9	125
	Basic materials	121·8	124·7	126·7	126·5	124·8	122·4	126·2	127·4	127·2	126·8	125·5	125·1	123·8	125
	†Fuel	119·8	120·9	124·0	124·0	124·4	119·8	124·7	124·7	124·0	124·0	124·0	124·4	124·4	124
Orders IV to XIX	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries:	126·1	127·3	130·1	129·2	126·8	126·4	130·0	130·8	130·4	129·3	128·0	127·5	126·0	126
	Basic materials other than fuel	127·5	128·7	131·5	130·5	127·4	127·9	131·3	132·3	131·9	130·6	128·9	128·3	126·4	127
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	112·4	118·0	119·4	120·8	121·5	113·7	118·5	120·4	120·4	121·2	120·6	120·9	120·5	123
Order V	Chemicals and allied industries	116·8	118·7	120·7	122·4	123·6	117·1	120·6	121·9	122·1	122·3	122·8	123·5	123·4	123
311 and 312	Steel industries	116·9	118·8	123·3	125·2	127·7	117·0	124·1	124·4	124·1	125·7	125·8	126·2	126·4	130
Order VII (excluding MLH 342)	Mechanical engineering industries	126·8	130·7	136·6	138·8	137·1	127·5	137·6	138·8	139·6	139·0	137·8	137·3	136·9	135
Order IX	Electrical engineering industry	149·5	153·3	158·7	159·1	150·6	151·1	158·3	162·1	162·8	159·4	155·0	153·0	149·8	149
361	Electrical machinery industry	137·5	141·6	147·5	150·6	147·6	139·0	147·7	150·4	151·5	150·9	149·4	148·6	147·2	146
Order XIII	Textile industries	103·4	102·8	103·6	104·2	104·4	103·0	103·8	103·6	103·8	104·3	104·4	105·0	104·4	105
Order XV	Clothing and footwear industries	116·3	116·8	117·6	119·9	121·5	116·6	117·7	117·7	119·4	119·9	120·5	121·2	121·6	121
Order XVII	Timber industries	127·8	129·3	131·6	134·0	135·5	128·1	131·7	132·6	133·4	134·1	134·5	135·1	135·6	135
481-484	Paper industries	121·8	123·6	129·4	131·5	135·4	122·3	130·0	130·0	130·6	131·6	132·1	135·0	135·5	135
Order XX	Construction materials	119·9	121·9	124·9	128·2	130·3	120·2	125·13	126·2	127·4	128·2	128·9	130·0	130·5	130
Part of Order XX	House building materials	122·3	124·1	127·1	130·2	132·9	122·6	127·2	128·3	129·3	130·1	131·2	132·4	133·1	133

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 25, 1970.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. This index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3548 (Engineering), 3548 (Non-Engineering) and 3411 for all other information.

Table 2. Price index numbers of output

1963 = 100

		1969		1970			1969	1970							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. p	Sept.	Feb.	Mar.	Apr.	May	June	July	Aug. p	Sept. p
	OUTPUT OF MANUFACTURED PRODUCTS														
III	All manufactured products: Total sales	121·3	122·7	125·1	127·6	129·5	121·7	125·1	126·0	126·9	127·6	128·2	129·1	129·5	129·9
	Home sales	120·3	121·7	124·2	126·6	128·5	120·8	124·1	125·0	126·0	126·6	127·3	128·0	128·5	129·0
IV	Products of manufacturing industries other than food, drink and tobacco: Total sales	118·9	120·5	122·9	125·8	127·7	119·4	122·8	123·9	125·2	125·9	126·4	127·3	127·8	128·0
	Home sales	116·5	118·0	120·6	123·6	125·5	117·0	120·5	121·6	122·9	123·6	124·2	125·0	125·6	126·0
	OUTPUT OF SELECTED BROAD SECTORS OF INDUSTRY														
229	Products of the food manufacturing industries: Home sales	118·8	120·6	124·1	126·3	129·3	119·3	123·9	124·8	125·2	126·0	127·6	128·4	129·1	130·5
V	Chemicals and allied industries: Total sales	109·9	110·3	112·0	114·2	116·0	110·1	111·9	112·8	113·7	114·2	114·6	115·9	116·0	116·1
	Home sales	106·7	107·4	108·3	110·2	112·1	107·0	108·4	108·9	109·8	110·4	110·5	111·9	112·1	112·2
311/2	Steel industries: Total sales	114·7	119·0	127·1	129·8	129·9	114·9	129·0	129·6	129·8	130·2	129·5	129·7	129·9	130·0
	Home sales	114·3	118·7	127·2	130·0	129·5	114·7	129·8	130·1	130·4	130·4	129·3	129·3	129·5	129·7
VI	Engineering and allied industries: Total sales	120·2	122·0	124·5	128·1	130·1	120·9	124·3	125·9	127·3	128·2	129·0	129·9	130·2	130·4
	Home sales	118·3	120·2	123·3	127·2	129·2	119·1	123·1	124·9	126·3	127·2	128·2	128·8	129·2	129·6
VII	Mechanical engineering: Home sales	120·9	122·8	126·3	130·3	133·2	121·6	126·0	127·9	129·4	130·0	131·5	132·5	133·2	133·8
IX	Electrical engineering: Home sales	117·3	119·3	121·7	126·0	128·2	118·4	121·3	123·2	124·5	125·9	127·5	128·1	128·3	128·4
XIII	Textile industries: Total sales	113·1	113·9	114·6r	116·4	117·8	113·3	114·4	114·8	116·1	116·4	116·7	117·6	117·8	117·9
	Home sales	111·8	112·4	113·1	115·3	117·0	112·0	113·1	113·4	114·8	115·3	115·8	116·7	117·0	117·1
XV	Clothing and footwear: Home sales	111·8	112·3	113·3	114·6	115·6	112·0	113·1	113·8	114·2	114·7	115·0	115·4	115·6	115·8
XVII	Timber industries: Home sales	123·2	124·2	127·2	129·7	131·9	123·5	127·1	128·8	129·0	129·5	130·5	131·5	131·9	132·4
484	Paper industries: Home sales	118·7	120·8	125·7	128·2	132·5	119·8	126·3	127·5	127·8	128·1	128·8	130·7	132·9	134·0
XX	New construction‡	124	124	126			124		126			131			

‡ Index of building costs figures relate to average for the quarter.

Table 3a. Commodities produced in the United Kingdom

1963 = 100

		1969	1970			
		Sept.	Mar.	July	Aug. p	Sept. p
11	Coal	111·0	128·9	124·7	124·7	127·4
12	Slates	120·6	120·6	120·6	120·6	120·6
13	Salt	93·9	97·2	93·9	98·6	98·9
41	Flour	122·5	122·5	122·5	122·5	122·5
46	Sugar, refined	98·5	94·9	95·3	94·9	94·9
47	Chocolate and sugar confectionery	124·7	132·0	136·5	137·4	137·9
51	Beer	140·2	145·3	145·8	145·8	145·8
59	Tobacco and cigarettes	138·4	138·4	138·7	138·8	138·8
62	Motor spirit, standard grade (including duty)	146·5	146·5	146·9	147·5	147·5
62	Medium fuel oil (950 secs.)	108·1	108·1	111·4	115·1	115·1
63	Lubricating oil and greases	110·1	113·3	114·4	114·4	114·4

1968 SIC		1969	1970			
		Sept.	Mar.	July	Aug. p	Sept. p
271	General chemicals	104·8	105·1	108·6	108·5	108·5
272	Pharmaceutical chemicals	94·4	99·7	106·7	107·4	107·4
272	Pharmaceutical preparations	94·6	95·8	97·4	97·4	97·4
273	Toilet preparations	124·2	127·0	131·8	132·8	133·6
274	Paint	104·8	106·6	111·2	111·2	111·2
275	Soap	124·0	128·8	132·8	133·3	134·5
275	Soapless detergents	107·5	108·9	112·6	112·6	112·6
276/1	Synthetic resins and plastics materials	96·6	98·2	100·4	100·3	100·3
279/7	Photographic paper and films and photochemical materials	118·4	119·6	122·8	123·2	124·0
311/2	Steel sheets	109·0	121·9	121·9	121·9	121·9
311/2	Tinplate	115·9	126·5	126·5	126·5	126·5
311/2	Other finished steels	115·0	131·0	130·0	130·1	130·4

(Continued on next page)

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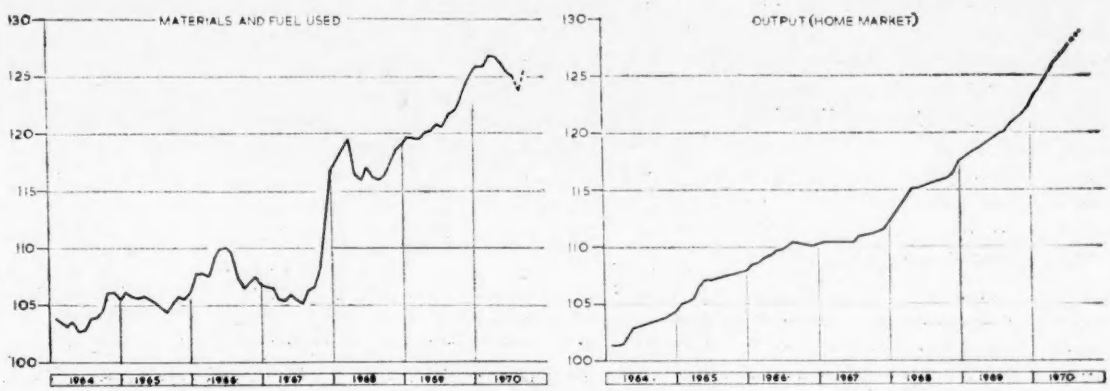
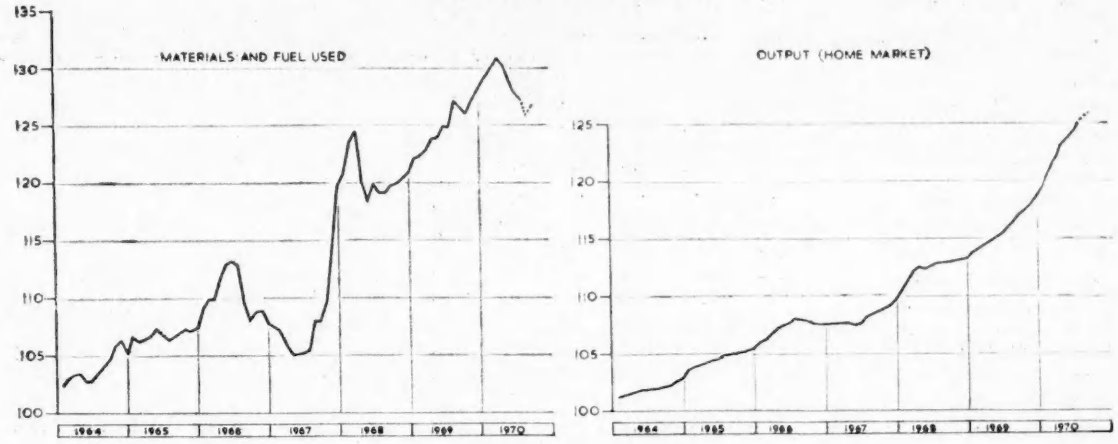
WHOLESALE PRICES INDEX NUMBER 1963 = 100

ALL MANUFACTURING INDUSTRY



MANUFACTURING INDUSTRY
(Other than food, drink and tobacco)



FOOD MANUFACTURING INDUSTRY

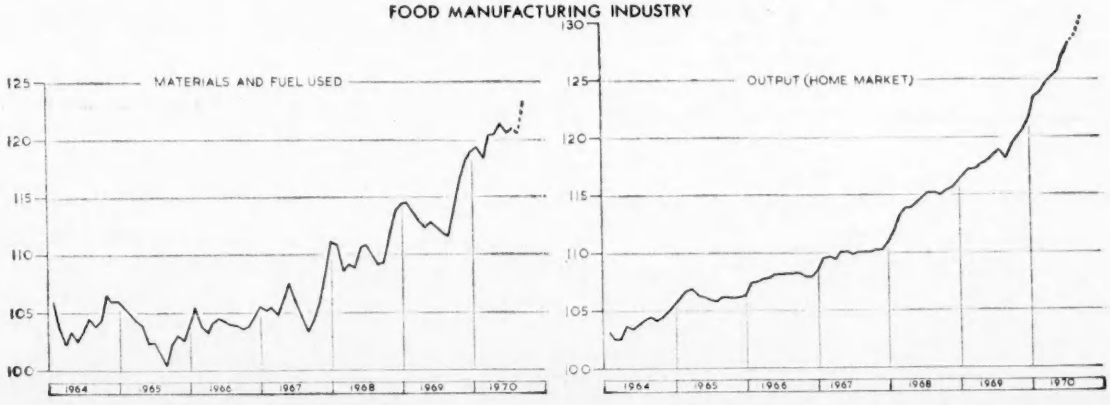


Table 3 (a) (*Continued*) Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1969	1970			
		Sept.	Mar.	July	Aug. p	Sept. p
312	Steel tubes	121·8	139·7	138·3	139·8	139·9
313/3 and 313/4	Iron castings	118·5	124·9	129·7	130·2	130·2
321	Aluminium and aluminium alloy products:					
	Rolled	134·8	139·1	143·2	143·2	143·2
	Extruded and drawn	134·3	137·8	142·1	142·1	142·1
	Castings	142·1	151·1	153·3	154·2	..
	Forgings	122·2	129·6	133·4	133·4	133·4
322	Brass ingot 65-35 B.S. 1400: B.3 delivered	254·9	291·8	254·7	244·8	236·7
353/1	Dental goods	128·2	136·0	139·0	140·1	140·2
365/1	Gramophone records, etc.	104·1	103·2	105·1	106·4	106·4
368	Domestic electrical appliances	105·0	108·0	111·2	111·7	111·7
391	Tools and implements	126·6	133·4	138·9	139·2	140·0
392	Cutlery, spoons and forks	121·8	129·7	132·2	132·5	132·6
	Cutlery (other than razors and razor blades)	126·1	135·6	136·2	136·2	136·2
	Spoons and forks	141·6	155·9	157·3	157·3	157·3
399/6	Domestic hollow-ware	146·5	157·2	159·0	160·2	160·2
399/7	Vats, tanks, cisterns and other industrial hollow-ware	118·7	129·7	131·7	132·2	132·2
399/9	Domestic gas appliances	102·0	102·7	102·7	102·7	102·7
411	Man-made fibres	87·6	88·3	90·9	90·9	90·9
412, 414/5 and 415	Man-made fibres yarns	102·4	105·4	110·9	110·9	110·9
412/1	Cotton and cotton mixture yarns	135·3	140·7	143·7	144·4	..
413/1	Cotton cloth	134·7	139·4	145·8	146·6	..
413/5	Man-made fibres fabrics	109·2	110·3	114·9	115·0	115·0
413/6	Linen	127·8	133·0	140·7	140·9	140·9
414/1	Wool tops	86·3	83·0	80·8	80·2	76·4
414/2	Worsted yarn	100·3	99·8	101·7	101·7	100·1
414/5	Woollen fabric	113·8	113·2	115·1	115·3	115·4
415/1	Jute yarn	153·0	153·7	157·9	157·9	157·9
415/2	Jute piece-goods	147·0	147·0	147·0	147·0	147·0
416	Rope, twine and net	99·5	102·3	105·4	105·7	105·8
417	Hosiery and other knitted goods	99·1	98·5	99·2	99·4	99·5
419	Carpets and rugs	114·5	116·5	120·8	121·0	121·0
422/2	Canvas goods and sacks	109·3	109·9	114·2	114·7	114·7
431/1	Leather for footwear	139·1	135·7	135·6	135·7	..
432/1	Travel goods	120·1	123·1	126·4	126·7	126·9
441-449	Made-up clothing	111·7	113·3	114·8	115·1	115·3
441	Weatherproof outerwear	107·1	107·9	108·6	108·9	109·5
442	Men's and boys' tailored outerwear	110·1	111·8	112·3	112·3	112·3
443	Women's and girls' tailored outerwear	113·5	116·6	117·9	118·5	119·0
445/1	Women's and girls' light outerwear	114·5	115·5	117·2	117·4	117·5
450	Footwear	112·2	114·4	116·5	116·5	116·6
461/1	Refractory goods, including bricks	119·2	120·8	125·2	126·8	126·8
461/2	Non-refractory goods, including bricks	112·9	115·5	121·0	126·5	127·0
	Building bricks, fletton, common, *delivered*	116·2	125·9	140·2	145·8	145·8
	Building bricks, common, other than fletton, *ex-works*	121·0	123·3	129·4	135·2	136·0
462/3	Domestic china and earthenware	131·6	133·8	144·8	145·3	145·3
463/1	Glass (other than containers)	112·6	113·8	123·3	125·3	125·3
463/2	Glass containers	113·1	117·2	118·7	119·3	119·3
464	Cement delivered	109·0	121·1	126·9	126·9	126·9
469/1	Abrasive paper and cloth	120·2	120·2	124·0	128·8	128·8
469/2	Cast stone and cast concrete products	111·4	112·5	115·4	115·6	115·6
471/1	Home-grown hardwood, sawn	114·7	117·7	119·9	121·4	122·4
417/2	Building joinery	129·2	137·9	141·3	141·5	141·6
472	Domestic furniture	121·8	126·4	128·1	128·5	129·0
473	Bedding, etc.	122·3	126·4	130·8	131·3	132·4
481	Paper and board	118·7	125·8	129·5	130·9	131·1
482/1	Cardboard boxes, cartons and fibreboard packing cases	124·0	134·1	138·9	140·8	142·2
482/2	Packaging products of paper etc.	117·6	124·0	125·1	127·4	129·1
	Paper bags	114·8	121·3	121·3	127·4	131·5
483	Manufactured stationery	123·2	128·6	129·9	136·4	138·7
484/1	Wallpaper	124·1	142·8	142·8	142·8	142·8
491/1	Rubber tyres and tubes	113·2	116·9	122·4	122·4	122·4
491/2	Rubber goods (other than tyres and tubes)	115·7	122·4	125·2	125·8	125·8
492	Linoleum and felt base	129·7	136·3	139·9	139·9	139·9
493	Brushes and brooms	115·1	121·5	126·7	126·7	126·7
494/1	Toys and games	119·2	126·7	127·4	128·2	128·2
494/2	Perambulators, etc.	121·6	124·0	125·1	125·1	125·1
494/3	Sports equipment	114·3	116·9	117·1	117·1	..
495/1	Pens and pencils	116·7	117·2	118·3	118·3	118·3
495/2	Other stationers' goods	115·4	116·0	121·0	122·5	123·0
496/2	Plastics products (other than components and accessories)	94·7	97·2	99·1	99·2	99·4

(Continued on next page)

COLOUR BLOCKS FOR FRONT COVER

Colour cover blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover colour illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

WHOLESALE PRICE INDEX NUMBERS, *continued*

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1969	1970			
	Sept.	Mar.	July	Aug.	Sept.
Hides and skins	153·7	137·3	129·0	129·3	128·7
Imported	150·0	141·6	129·8	129·3	128·5
Native	158·8	131·6	127·9	129·3	129·0
Non-ferrous metals:					
Aluminium, virgin ingot delivered	136·7	141·8	144·4	144·4	144·4
Copper, ex-ship, wharf or warehouse†	285·2	316·7	246·5	228·7	225·3
Lead, ex-ship, wharf or warehouse†	201·7	223·7	201·5	190·4	189·9
Nickel, refined, delivered§	153·6	190·0	187·0	187·0	187·0
Tin ingot, min. 99·75% †	161·4	176·6	162·6	168·4	169·5
Zinc, ex-ship, wharf or warehouse†	165·1	163·1	164·0	164·8	165·3
Oil, resins and gums:					
Palm oil, c.i.f., in bulk	97·1	123·8	129·4	121·1	113·6
Whale oil, crude	147·3	163·9	178·1	176·8	175·8
Pyrites, c.i.f., UK ports	159·1	169·4	153·2	153·2	153·2
Natural rubber	117·3	95·7	86·3	82·5	81·8
Sulphur, crude (for acid making), c.i.f.	166·9	124·9	124·9	124·9	124·9

	1969	1970			
	Sept.	Mar.	July	Aug.	Sept.
Textiles:					
Cotton, raw	101·6	105·5	107·5	108·1	109·3
Jute, raw, PWC grades, c.i.f. Dundee	155·3	161·3	163·9	161·4	158·8
Jute, raw, PWB grades, c.i.f. Dundee	142·7	148·1	150·6	147·6	146·5
Silk, raw, delivered mill	145·0	169·5	171·1	167·5	165·0
Sisal, East Africa, No. 1 grade, c.i.f. London	51·6	45·6	46·1	45·8	44·0
Wool, raw	82·0	77·3	76·1	73·7	71·6 *p*
Crossbred, medium and coarse, c.i.f. UK	70·7	66·3	67·6	65·9	65·0 *p*
Crossbred, fine, c.i.f. UK	82·3	76·4	75·3	73·7	72·6 *p*
Merino, c.i.f. UK	89·7	83·5	81·5	78·5	74·8
Timber:					
Imported hardwood (ex-yard or wharf)	134·3	137·7	139·6	139·9 *p*	140·0 *p*
Imported plywood (delivered to consumers)	136·6	142·5	..	..	
Imported softwood (delivered to consumers)	133·2	136·8	139·1	139·9	..
Woodpulp, imported	127·8	137·3	146·5	147·1	140·3 *p*

† L.M.E. settlement price.
§ Producers' price.

INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relative to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the DTI will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1970		
		July	Aug. *p*	Sept. *p*
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	128·0	126·8	128·5
	Basic materials	123·2	121·9	123·7
	Fuel	165·1	165·1	165·1
Orders IV to XVI	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries	130·9	129·4	130·2
	Basic materials other than fuel	124·9	123·1	124·1
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	123·0	122·5	125·3
263 to 277	Chemicals and allied industries	132·6	132·6	133·0
331 to 349 (excluding 342)	Mechanical engineering industries	181·6	181·1	181·4
361	Electrical machinery industry	179·1	177·4	177·1
Order X	Textile industries	102·1	101·5	101·1
Order XIV	Timber industry	149·7	150·2	150·5
481 to 483	Paper industries	142·6	143·2	143·4
Order XVII	Construction materials	159·2	159·8	159·7
Part of Order XVII	House building materials	162·5	163·3	163·3

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1,

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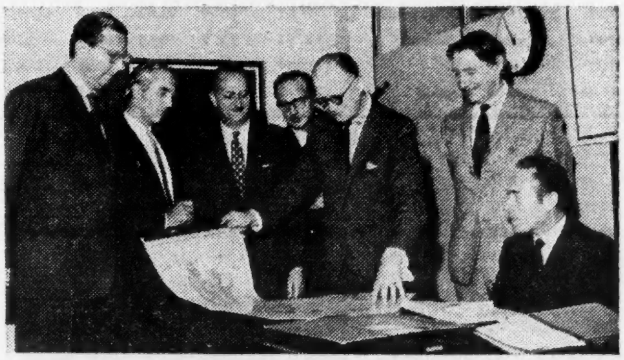
Watches and Clocks, etc., for Second Quarter 1970
Numerically Controlled Metalworking Machine Tools for First Quarter 1970

A complete list of titles of Business Monitors was last published in the *Board of Trade Journal* on September 23, on page 620.



Powell Duffryn Technical Services were hosts recently to a party from the Argentine organized by the Central Office of Information on behalf of the Foreign Office. The mission was led by General Juan Carlos Uriburu (far right), deputy director general of the Argentine military factories. Dr. J. H. Griffiths, director and chief chemical engineer of PDTS, is pictured pointing out the Rio Turbio coal mine.

Shipping movement at United Kingdom ports

Foreign and coasting trade movement during April 1970

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during April 1970 amounted to 16,938 thousand net registered tons; an increase of 9·9 per cent over the tonnage for April 1969. Commonwealth vessels accounted for 7,484 thousand nrt.

During the first four months of the year the total net tonnage of vessels entering and clearing United Kingdom ports with cargo amounted to 64,960 thousand nrt an increase of 8·3 per cent over the same period of 1969. Vessels of foreign flags accounted for 53 per cent of this tonnage.

In the coasting trade there was a 3·6 per cent decrease in the total net tonnage of arrivals and departures with cargo during the month of April 1970, and a slight decrease during the first four months of the year compared with 1969.

Note: net registered tons (nrt)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movement at United Kingdom ports

Foreign Trade		Entered					Cleared				
			Thousand Net Tons					Thousand Net Tons			
		Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo:	April 1969	6,033	10,188	3,767	231	6,190	4,575	5,221	2,298	112	2,811
	April 1970	5,889	11,162	4,275	354	6,533	5,151	5,776	2,597	258	2,921
	Four months ending April 1969	23,649	39,846	14,993	984	23,869	18,207	20,126	8,996	529	10,601
	Four months ending April 1970	22,595	42,007	15,219	1,177	25,611	19,802	22,953	9,691	861	12,401
In ballast:	April 1969	1,429	1,960	769	41	1,150	2,943	6,538	2,071	107	4,360
	April 1970	1,556	2,143	985	76	1,082	2,554	7,524	2,901	97	4,526
	Four months ending April 1969	5,188	7,294	2,772	193	4,329	10,894	25,658	7,971	599	17,088
	Four months ended April 1970	6,105	8,544	3,475	274	4,795	9,273	27,511	9,089	554	17,868

(†) Includes Irish Republic and South Africa

(Tables on following pages)

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

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ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 – Telex 49327).

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	April		January-April		April		January-April	
	1969	1970	1969	1970	1969	1970	1969	1970
	Numbers of Vessels							
United Kingdom	1,708	1,782	6,802	6,509	1,410	1,671	5,739	6,134
Other Commonwealth (†)	152	183	613	648	126	178	509	645
Foreign	4,173	3,924	16,234	15,438	3,039	3,302	11,959	13,023
Total	6,033	5,889	23,649	22,595	4,575	5,151	18,207	19,802
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	3,767	4,275	14,993	15,219	2,298	2,597	8,996	9,691
Registered in Canada	—	2	—	19	—	—	5	—
Registered in other countries (†)	231	352	984	1,158	112	258	524	861
Total Commonwealth	3,998	4,629	15,977	16,396	2,410	2,855	9,525	10,552
Foreign:								
Soviet	151	104	543	422	53	29	147	106
Finnish	118	97	403	528	51	38	164	180
Swedish	318	576	1,512	1,765	157	256	748	849
Norwegian	1,256	1,171	4,891	4,965	481	390	1,772	1,952
Danish	247	300	981	1,159	168	155	713	757
Polish	14	38	95	112	14	15	58	48
German (Federal Republic)	610	665	2,201	2,433	360	529	1,276	2,007
Dutch	621	518	2,620	2,218	427	348	1,730	1,654
Belgian	233	210	836	836	209	199	746	792
French	375	447	1,396	1,646	217	207	805	914
Spanish	88	75	298	312	63	63	261	264
Italian	71	185	563	672	27	43	111	101
Yugoslav	29	38	79	106	8	22	24	47
Greek	191	256	819	1,201	120	96	355	455
United States of America	268	230	665	1,086	231	246	565	1,062
Panamanian	150	137	690	672	76	89	299	273
Liberian	1,312	1,153	4,261	4,275	46	77	401	451
Other	138	333	1,016	1,203	103	119	430	489
Total Foreign	6,190	6,533	23,869	25,611	2,811	2,921	10,601	12,401
GRAND TOTAL	**10,188**	**11,162**	**39,846**	**42,007**	**5,221**	**5,776**	**20,126**	**22,953**
Trading Areas:								
Irish Republic	364	583	1,597	2,059	374	504	1,332	1,747
Northern Europe (Foreign)	2,807	3,072	11,309	11,732	2,298	2,508	9,111	10,002
Europe (Atlantic) and Western Mediterranean Countries	1,324	1,310	4,903	5,069	844	959	3,234	3,572
Central and Eastern Mediterranean Countries	1,139	1,511	4,499	4,718	123	128	610	621
West and South Africa	600	642	2,360	2,141	228	218	949	916
East Africa, Persian Gulf, India	1,706	1,968	7,519	7,777	175	175	776	889
Eastern Asia and Islands in the Pacific	174	158	823	763	142	151	602	664
Australasia	344	272	1,163	977	178	120	629	410
North America (Atlantic Coast)	797	1,100	2,360	4,294	592	684	1,883	2,871
West Indies and Central America (Atlantic Coast)	613	397	2,260	1,870	122	149	473	600
South America (Atlantic Coast)	128	83	557	381	78	68	277	335
South and Central America (Pacific Coast)	31	23	100	103	30	17	84	61
North America (Pacific Coast)	149	31	361	91	28	83	126	238
Other Areas	12	12	35	32	9	12	40	27
Total Commonwealth Countries	2,183	2,990	9,386	10,360	1,011	1,189	3,768	4,281
Total Foreign Countries	8,005	8,172	30,460	31,647	4,210	4,587	16,358	18,672
TOTAL	**10,188**	**11,162**	**39,846**	**42,007**	5,221	5,776	20,126	22,953

(†) Includes Irish Republic and South Africa.

(Continued on next page)

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SHIPPING MOVEMENT, *continued*

Table 3. Foreign trade arrivals and departures at principal ports – January-April

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969	1970		1969	1970		1969	1970		1969	1970	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	1,001	848	424	1,029	871	449	103	122	148	818	950	407
Cardiff	427	380	204	530	466	263	147	188	147	536	493	272
Dover	2,084	2,372	1,813	2,813	3,228	2,623	1,999	2,281	1,713	2,728	3,198	2,605
Felexstowe	762	1,004	781	814	1,061	865	708	992	777	786	1,044	846
Folkestone	148	141	123	230	250	204	126	123	102	219	263	208
Grimsby (including Immingham)	1,501	2,094	776	1,776	2,417	932	652	687	533	1,756	2,333	948
Harwich	2,429	2,661	1,403	2,514	2,740	1,475	2,458	2,768	1,502	2,499	2,828	1,549
Holyhead	478	504	428	486	540	441	385	519	434	389	525	438
Hull	1,670	1,473	1,539	1,785	1,610	1,645	879	823	935	1,563	1,521	1,428
Lancaster	—	3	6	15	8	22	14	9	30	15	9	30
Liverpool	3,912	4,494	1,501	4,542	5,286	1,766	1,650	2,129	1,087	4,209	5,107	1,612
London	9,834	9,836	3,950	12,153	12,419	4,934	4,242	4,693	2,939	11,569	12,170	4,986
Manchester	1,730	1,532	862	1,857	1,612	1,011	515	551	760	1,690	1,407	1,078
Middlesbrough	1,984	2,020	560	2,334	2,449	882	539	699	772	2,177	2,342	1,014
Milford Haven	3,764	3,645	143	4,515	4,597	453	750	908	282	4,459	4,667	422
Newhaven	191	226	271	203	230	282	185	188	208	206	234	287
Newport	478	528	249	539	568	306	177	203	252	499	570	327
Plymouth	92	59	145	143	90	270	48	42	156	168	127	285
Port Talbot	319	314	163	341	358	233	55	64	183	337	343	275
Southampton	4,255	4,482	946	5,014	5,386	1,197	1,930	1,934	867	4,824	5,397	1,225
Swansea	153	286	135	433	618	364	570	808	548	638	888	575
Tyne Ports	566	528	404	722	710	483	300	270	244	907	972	462
Glasgow	972	907	388	1,187	1,104	451	578	551	265	1,232	1,265	510
Grangemouth	473	581	388	640	654	449	528	402	307	887	699	445
Greenock	664	1,108	94	966	1,326	165	34	499	78	997	1,365	160
Leith	204	182	272	482	261	342	398	75	177	923	246	308
Belfast	736	863	512	782	985	573	118	118	176	572	742	369
Other Ports	2,438	2,329	5,506	3,357	3,564	7,584	1,685	1,649	4,772	3,890	3,932	7,687
TOTAL	43,265	45,400	23,986	52,202	55,408	30,664	21,773	24,295	20,394	51,493	55,547	30,758

Table 4. Coasting trade arrivals and departures at principal ports – January-April

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969	1970		1969	1970		1969	1970		1969	1970	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	427	491	293	503	624	856	149	177	554	592	680	1,053
Cardiff	179	204	294	307	369	537	62	76	366	302	301	521
Cowes	654	706	3,101	1,439	1,683	6,794	612	669	2,878	1,436	1,683	6,797
Hull	308	289	105	360	357	237	69	140	137	428	394	369
Immingham	209	123	50	625	896	450	421	725	396	640	867	478
Lancaster	339	340	438	382	396	622	371	386	609	380	396	619
Liverpool	1,446	1,145	877	1,941	1,545	1,609	1,072	941	1,291	1,938	1,748	1,748
London	2,059	2,181	1,532	2,609	2,740	2,414	558	524	931	2,682	2,647	2,398
Manchester	37	76	95	83	127	191	20	32	53	105	118	158
Middlesbrough	28	68	124	481	535	648	455	442	339	536	614	497
Milford Haven	169	148	32	1,629	1,409	647	1,582	1,605	696	1,640	1,639	716
Portsmouth	126	145	596	984	1,186	5,305	31	27	332	961	1,168	5,287
Preston	412	399	607	426	436	682	397	410	626	446	461	727
Southampton	1,024	1,134	3,139	2,052	2,111	4,434	1,707	1,801	3,449	2,036	2,145	4,455
Sunderland	91	43	57	425	355	384	313	307	279	387	365	348
Swansea	114	86	180	825	778	1,047	592	437	652	637	518	837
Tyne Ports	222	209	101	1,163	948	713	594	550	481	997	863	732
Ardrossan	493	464	629	518	512	723	314	320	609	452	418	713
Glasgow	262	442	281	472	614	394	92	145	117	381	440	325
Greenwock	437	331	757	508	371	840	474	308	731	544	381	869
Stranraer	524	522	418	528	527	422	523	523	413	527	526	421
Belfast	2,279	2,190	2,519	2,361	2,286	2,742	1,933	1,839	2,076	2,475	2,358	2,896
Other Ports	3,774	3,855	8,405	5,996	6,233	12,707	2,763	2,614	5,005	5,697	5,618	11,965
TOTAL	15,613	15,591	24,630	26,617	27,038	45,398	15,104	14,998	22,820	26,219	26,348	44,929

(Table 5 on next page)

NRDC

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

Table 5. Shipping movements at United Kingdom ports

		Arrived				Departed			
			Thousand net tons				Thousand net tons		
		Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE - GREAT BRITAIN									
With cargo:	April 1969	5,539	3,346	2,807	539	5,306	3,508	2,826	682
	April 1970	5,620	3,306	2,623	683	5,207	3,285	2,424	861
	Four months ending April 1969	21,351	13,074	10,529	2,545	20,133	13,078	10,382	2,696
	Four months ending April 1970	21,563	13,163	10,100	3,063	20,458	13,058	9,701	3,357
In ballast:	April 1969	4,877	2,743	2,146	597	5,040	2,652	2,106	546
	April 1970	5,029	2,762	2,061	701	5,283	2,628	2,074	554
	Four months ending April 1969	18,525	10,900	8,239	2,661	19,386	10,395	8,059	2,336
	Four months ending April 1970	20,478	11,330	8,224	3,106	20,917	10,663	8,082	2,581
COASTING TRADE - UNITED KINGDOM									
With cargo:	April 1969	6,355	3,988	3,376	612	5,879	4,020	3,293	727
	April 1970	6,456	3,939	3,126	813	5,814	3,778	2,840	938
	Four months ending April 1969	24,508	15,613	12,690	2,923	22,513	15,104	12,165	2,939
	Four months ending April 1970	24,630	15,591	12,073	3,518	22,820	14,998	11,356	3,642
In ballast:	April 1969	4,955	2,763	2,159	604	5,370	2,817	2,223	594
	April 1970	5,082	2,785	2,082	703	5,610	2,801	2,182	619
	Four months ending April 1969	18,854	11,005	8,303	2,702	20,619	11,116	8,572	2,544
	Four months ending April 1970	20,768	11,447	8,304	3,143	22,109	11,351	8,523	2,828

(†) Commonwealth and Irish Republic

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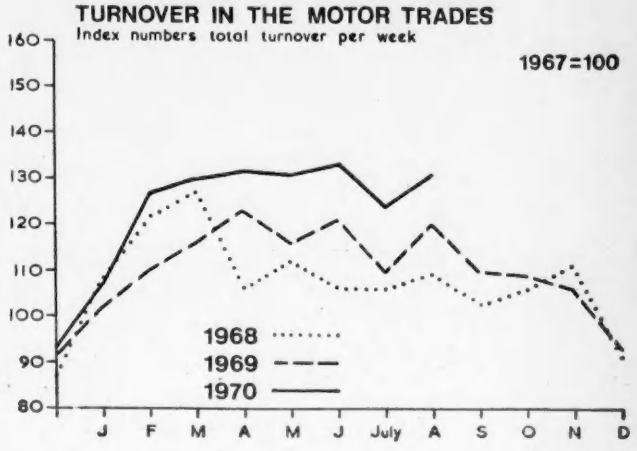
Turnover of the motor trades in August

THE TOTAL turnover of the motor trades in August was 9 per cent more than a year earlier. This was slightly less than the 12 per cent increase in July, but little different from the 10 per cent rise recorded in the second quarter. Since all these comparisons are at current prices, they include the effect of price increases.

Sales of new motor vehicles in August were 9 per cent more by value than in August 1969; but taking July and August together the increase compared with last year was 14 per cent, following the average increase of 12 per cent recorded in both the first and second quarters of this year. For used motor vehicles, the August increase of 14 per cent was similar to July (16 per cent) but rather more, than on average earlier in the year.

The value of sales in August of petrol, oil and accessories, together with the receipts from servicing and repairs, was 6 per cent more than a year earlier, the same increase as in July, but rather less than the average for the year so far. It is estimated that about half the August increase was accounted for by higher prices.



Turnover of the motor trades

Index numbers of turnover per week and percentage increases on a year earlier†

1967 = 100

Kind of business (Turnover in 1967 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.
Total turnover (£4,198 million)	1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
	1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
	1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
	1970	127‡	122	132			107	127	130	132	131	133	124	131				
	1969	*2*	*- 8*	*11*	*7*	*1*	*- 6*	*- 9*	*- 9*	*16*	*3*	*13*	*5*	*11*	*6*	*3*	*- 4*	*3*
	1970	*10§*	*11*	*10*			*5*	*15*	*12*	*7*	*13*	*11*	*12*	*9*				
Analysis of turnover: Sales of new motor vehicles (£1,475 million)	1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
	1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
	1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
	1970	127‡	125	133			100	132	139	136	128	134	112	130				
	1969	*- 4*	*-21*	*17*	*8*	*12*	*-24*	*-20*	*-19*	*3*	*Nil*	*14*	*3*	*16*	*5*	*- 7*	*-24*	*- 2*
	1970	*13§*	*12*	*12*			*5*	*15*	*16*	*4*	*12*	*19*	*21*	*9*				
Sales of second hand motor vehicles (£766 million)	1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
	1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
	1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
	1970	116‡	112	121			92	119	121	125	123	115	110	124				
	1969	*- 3*	*-15*	*5*	*- 2*	*2*	*3*	*-20*	*-15*	*10*	*3*	*9*	*8*	*4*	*- 2*	Nil	*2*	*5*
	1970	*10§*	*10*	*7*			*4*	*15*	*11*	*6*	*14*	*5*	*16*	*14*				
All other sales and receipts (£1,958 million)	1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
	1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
	1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
	1970	131‡	123	136			118	126	126	131	136	140	139	134				
	1969	*9*	*7*	*9*	*11*	*8*	*11*	*7*	*4*	*4*	*8*	*14*	*11*	*9*	*11*	*11*	*9*	*6*
	1970	*9§*	*10*	*10*			*7*	*15*	*9*	*9*	*13*	*7*	*6*	*6*				

† The periods consist of four weeks except those marked * which are five weeks.
‡ Index numbers for period January to August 1970.
§ Percentage change for period January to August 1970, compared with the corresponding period for 1969.

Robert Hough

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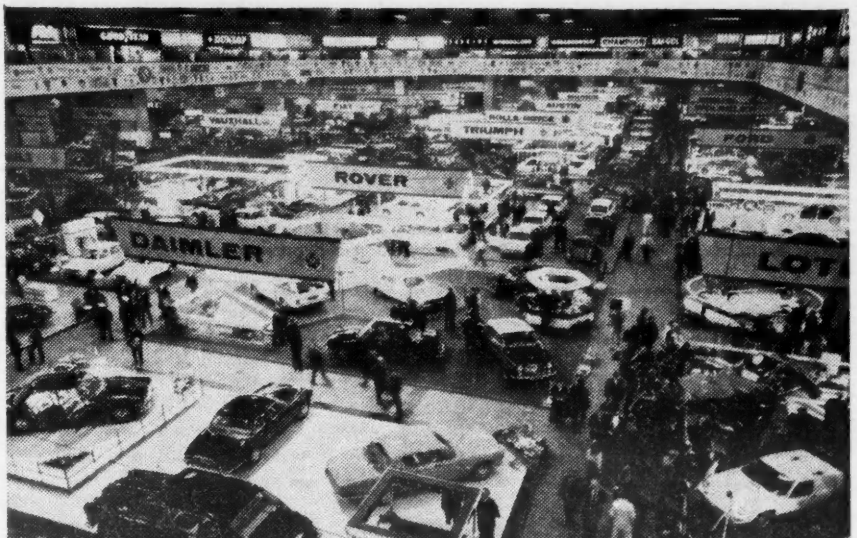
Exhibitions and Fairs

Britain's motor industry can challenge the world's best

ONCE AGAIN the International Motor Show at Earls Court (October 14-24) marked the British premier for a host of new motoring products from both the car and component sections of the world's motor industries.

More than 400 manufacturers of cars, coachwork, accessories and components, tyres, transport service equipment and caravans have exhibited at this year's show. In the car section, 28 British makes occupied stands on the ground floor alongside 46 foreign marques, including two makes which made their debuts at the London Motor Show – VW-Porsche from Germany and ZAZ from Russia.

The 10-day show also featured exhibits from 253 accessory and component manufacturers, 11 coachbuilders, 14 tyre companies, 70 transport service equipment producers and 11 trailer and motorized caravan makers.



A general view of the 1970 Motor Show at Earls Court which opened to the public on October 14. The show continues until October 24.

If it were not for the continuing export achievements of the automotive industry, Britain's balance of payments would be in tatters, Mr. John Davies, as Minister of Technology, told the Society of Motor Manufacturers & Trades at their annual dinner in London on October 13.

'Computers and supersonic aircraft catch the headlines, but most of our bread and butter is earned by the mechanical engineering industries – and the vehicle industry is the leader in this field', he said.

In 1969 the industry earned £1,000 million in exports, having exceeded £500 million in each of the last ten years. The 1969 figure was yet another new record. The 1970 prospect was that there would be an achievement of the same order, he added.

'Over 40 per cent of these exports went to European countries, including those with highly advanced car industries of their own. Newspapers have been full recently of references to the fact that imports of foreign cars into the United Kingdom have risen to the higher ever level of about 13 to 15 per cent. No emphasis is given to the fact that this is far below the level at which most countries import – even those with sophisticated vehicle industries of their own.'

The size of our car exports was the rock on which was broken all the silly sensational talk about the alleged deficiencies of British cars, he said.

'I am sure that this year's Motor Show, will demonstrate to the world that Britain's motor industry has the skill and imagination needed to produce cars capable of challenging the world's best. The challenge to all of us is to create an atmosphere in which that skill and imagination can realize its full potential. The Government intend to play their part in the process. The industry, I know, will play its massive part.'

Production stagnant

The industry faced very real problems. Car production had been stagnant for years, the home market was still lower than six years ago, profits were too low, foreign competition was getting fiercer every day, import penetration was going up, our share of world exports was going down and, sad to say, the industry had become a byword for labour disputes and strikes, continued Mr. Davies.

'It is a dismal picture. And it is the lack of adequate profits that is really the essence of the problem. No industry is healthy unless it is earning enough to give a fair return to the thousands of people who have invested in it and to enable it to modernize and expand its plant and carry out essential research and development.

'The finance for all this must come from the combination of ploughed-back profits and new capital attracted by the prospects of profitable future trading. There is no standing still in the modern industrial world. Research and development and plant modernization are the essentials not only of progress but also of continued existence – and they can't be achieved unless there are regular and adequate trading profits.

'And the fact is that overall the British motor industry is not making adequate profits. This is the basic problem and the continued success of the industry depends on whether or not it is solved.

'This is not the time to spell out in detail how the Government intend to put the economy on its feet again. I cannot, for example, be at all explicit on things like hire purchase restrictions and investment incentives which I know are close to the hearts of many of you.

'But we have made it quite clear that we regard it as a first priority to curb inflation. Tax increases are one of the major causes of the present inflation and we shall reduce taxation.

'Little Neddy' report

'In looking at the relationship between Government and the industry as a whole, my stated purpose is to be seen to be a big ear and not a big mouth. My aim is to pay attention to the needs of the industry and to try and see how government can best act for its encouragement and development. I can incidentally reassure you, Mr. President, that the recommendation of the industry's little Neddy have not been lost in the Whitehall paper chase – on the contrary, that report is a live and considerable document.

MULTI-MILLION POUND EXPORT ORDERS

At the opening of tthe Motor Show, British Leyland and Vauxhall announced £136 million-worth of export orders. British Leyland have won orders worth £110 million for America and Canada next year, and Vauxhall have landed orders of £26 million for world-wide markets.

'Excessive wage increases, too, contribute to inflation. Here the Government are giving a lead by being fair but firm in those areas where they have direct influence. In these and other ways, our aim is to create the sort of climate in which free enterprise can expand, in an economy that encourages people to give of their best, with more jobs, higher wages that are well earned and lower costs.'

Framework of law

'One of the essentials to such a climate is the reinstatement of harmonious relationships at work. Nowhere is such a need more pressing than in your industry where recent years have seen a growing level of unrest and disruption.

'The part of government is to create a proper legislative framework within which fair and rational discussion between employers and unions can take place to do the things that are needed – many of them now sadly overdue: improvement of pay structure; adaptation of outmoded piece-work rates to modern pay scales; amendment and simplification of procedure agreements; and so on.

'It is the creation of this fair and reasonable framework of law to which the Government has now set its hand. To characterize this intention as partial and prejudiced is either to mistake the underlying purpose or to wish wilfully to disregard it.

'On the contrary, the purpose is precisely to engender conditions in which unions and employers can face one another on a fair footing to attain on the one side better real pay for their members and, on the other, real profits both for their owners and for the nation at large.'

International companies

Referring to the major American-controlled assemblers in the United Kingdom Mr. Davies said, 'We welcome them here and want them to stay and expand here rather than elsewhere. They employ British labour, observe British industrial relations practices, pay British taxes and contribute to British exports. Our relations in Mintech with Ford, Vauxhall and Chrysler are close and cordial and I want to keep it that way.

'I know they will continue to play fair with us and to respect British interests. The decisions by two of the major American companies to use British-made engines and components in new cars for the American market is a clear example of how the development of a world-wide perpective by international companies can work to Britain's advantage.

'The only way such companies can disappoint us is by deciding to expand in some foreign country rather than in the United Kingdom – and I sincerely believe that in their own longer term interests they would do better to grow with us.

'We must remember, too, that this is not at all a one-way traffic. Many British companies – British Leyland among them – have built up big manufacturing facilities overseas and there is little doubt that this trend will continue in the future.'

Atmosphere pollution

Turning to the increasing concern now being shown about the quality of life, Mr. Davies said: 'This has led, and rightly so, to a greater emphasis on safety and awareness of the potential effects of atmosphere pollution. I know this is a subject which stirs emotion rather than logic. There is a tendency for the motor vehicle to get an undue share of blame. But there is no evidence that we in the United Kingdom have, or are likely to have, a dangerous situation because of pollution from motor vehicles.

'As your sponsoring Minister I share your views that we must look carefully at the cost-effectiveness of anti-pollution measures – and indeed safety measures too – and I will support efforts to persuade other Governments to take a similar attitude – but I must impress on you that as designers, manufacturers and sellers you cannot afford to ignore the pressure of public opinion in these matters and, as good marketers, I know you will be giving much thought to meeting it.'

British trade drive to Switzerland announced in Zurich

THE BRITISH Trade Drive to Switzerland in 1971 was introduced at a reception on October 13 in Zurich by the British Ambassador to Switzerland, Mr. E. A. Midgley. Organized by the DTI, the British National Export Council, and the British Embassy and Consulates in Switzerland, with the support of the British-Swiss Chamber of Commerce, British chambers of commerce and export associations, and department stores in Switzerland, the Trade Drive will start before the end of this year and will continue into 1972.

It will consist mainly of joint ventures at Swiss trade fairs, inward and outward missions, and a series of consumer goods promotions, the bulk of which will take place during the autumn of 1971.

Special product groups have been selected for particular attention as the main focus of the sales campaign. Capital goods chosen include industrial and process control, small computers, and allied items, numerical control, electronic instruments and components, medical apparatus and instruments, effluent control, and catering equipment.

There will be joint venture displays at specialized fairs for high-precision techniques, dimension measurement and control, industrial electronics, medical electronics and bio-engineering, surgery and hospital equipment, and hotel and catering equipment.

In the consumer goods field, special emphasis will be given to floor coverings, furniture and soft furnishings, domestic electrical appliances, hi-fi and colour television, women's and children's clothing, cakes, biscuits and other foodstuffs, and do-it-yourself products.

British exports to Switzerland this year are expected to be worth some £210 million, an increase of more than 50 per cent in two years.

£5 million in orders from 'Computer 70'

ONLY 24 hours after the doors closed, the organizers of 'Computer 70', the Business Equipment Trade Association, announced that following the outstanding success of the exhibition held at Olympia (October 5-9) another computer exhibition will be held at the same venue during the first week of December 1972.

Alfred Markham, chairman of the Organizing Committee for this year's exhibition, said, 'We have had more than 40,000 management and computer executives through the doors and although we did not anticipate actual orders being placed on the spot, we understand that exhibitors have, in fact, finalized deals to the value of more than £5 million.

'There have been nearly 2,000 visitors from 81 countries and we believe that London is firmly established as the European centre for computer technology,' he added.

It is estimated that the 200 exhibitors from 10 countries spent a total of nearly £2 million to show at the exhibition, the first of its kind ever held. Fifty of them took advantage of the occasion to introduce new products.

Security display at the Design Centre

A DISPLAY of security systems on show at the Design Centre, London, from October 12-November 14 includes ingenious well-designed British products which help to protect homes, possessions, public buildings, transport and goods in transit from theft and damage.

The British High Commissioner in New Zealand, Sir Arthur Galsworthy, opened the first British store promotion in New Zealand at the Auckland store of Milne & Choyce Ltd., on September 28. The store promotion, which ran for two weeks, featured a wide range of consumer goods produced in Britain. One of the highlights of the promotion was the visit to Auckland of Miss London Stores 1970 (Miss Linda Sheridan). Seen here (left to right) are: Sir Arthur Galsworthy, Mr. R. S. Milne, chairman, Milne & Choyce Ltd., and Mr. C. E. Dymond, Counsellor in Charge, British High Commission, Auckland office.

Five orders in 12 minutes for Thames Marine highlight of British effort at Detroit boat show

By E. W. Busby (Consul Commercial), British Consulate-General, Detroit

THE ELEVENTH Marine Trades Exhibit and Conference, sponsored by the American Boating Industry Association, held in Detroit from September 25-28, was the largest trade show ever to be held in Cobo Hall. And it marked the first time, in the ten-year history of this mammoth exhibition centre, that use was made of every square foot of available space in the many halls and surrounding areas.

The huge arena was filled with sailboats, the 300,000 sq. ft. upper hall housed all kinds of boats and marine power plants, two smaller exhibition halls contained exhibits of accessories more boats and accessories were in the 100,000 sq. ft. lower hall, the larger-than-a-football-field ballroom was filled with trailers and small craft, the bank of the Detroit River was lined with houseboats and huge cruisers, and various types of craft offered demonstration trips from Cobo Hall's dock.

This was strictly a trade show, the general public was not admitted, and an estimated 29,000 dealers, distributors and manufacturers visited the 584 exhibits.

Joint venture

Seventeen member firms of the British Ship and Boat Builders' Federation exhibited sailboats, inflatable boats, clothing, navigational aids, bilge pumps and boat fittings on a combined stand area cover 4,872 sq. ft., under 'joint venture' arrangements organized by the Federation and the then Board of Trade. A mission of other member firms of the Federation visited the show en route from California to New York.

Having in mind the 'planned cooling down of the American economy and the consequent tightening of the market in luxury consumer items, the British exhibitors were not looking for spectacular results from their participation at this year's show. It was gratifying therefore, at the end of the four day event, to hear the verdict 'Unexpectedly encouraging' from the Federation export executive Guy Dixon, and to learn that the total value of confirmed orders taken was $335,650.

While this figure in itself is not impressive it should be remembered that the object of British participation was not to book orders on the stand, but rather to show what is available from Britain, to appoint new distributors and dealers and to support those already established in this market.

Indeed, one British manufacturer, who is the acknowledged leader in this field in the United States, did not write a single order during the show, but pronounced it a worthwhile exercise.

Roughly half of the above figure represented orders for sample boats, on the performance and acceptance of which ensuring sales will depend.

A good start

The majority of participating British exhibitors reported that results were better than had been anticipated and Thames Marine Ltd., sold five 'Turtles' in the first 12 minutes of the show.

At an evening reception in the British Consulate-General, British exhibitors and visiting members of the SBBNF were able to entertain agents, customers and guests, and a number of useful contacts were made.

At the close of the hectic four day promotion, the weary British contingent reported that a total of 113 new dealers and five new main distributors had been appointed in the course of the show, and the majority of 'joint venturers' announced their desire to participate in a similar undertaking in September 1971 when the Marine Trades Exhibit and Conference will return to the just-completed McCormick Place in Chicago.

Mr. Ken Vollans, Vice Consul, Commercial (extreme left) and Mr. Guy Dixon, export executive, SBBNF (extreme right), discuss the success of the Scooter Ski with Mr. Wally Wright and Mr. Michael Hancox of Scooter Ski Ltd.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

***But Commercial Representatives must receive material on events* well in advance –** *three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry.

'Enterprise Wales' in London

THE DEVELOPMENT Corporation for Wales is to launch a major drive in November to attract industry to Wales from London and the South Eastern counties. It is to hold an exhibition at the Hilton hotel in London (November 3-6) to which some 10,000 industrialists are being invited.

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comprising: Trade & Industrial Translation Centre Ltd. and Eastern Languages Bureau Ltd.

Several firms completely sold out at Plovdiv Fair

A report from British Embassy (Commercial Section), Sofia

BY COMPARISON with last year's special Silver Jubilee occasion, the 26th International Trade Fair at Plovdiv (September 20-29) was noticeably quieter. Western pavilions contained fewer stands, and although 100,000 people visited the fair on the second Sunday there seemed fewer visitors on other days, and fewer new products on display, than there were last year.

The fair was opened by Todor Zhivkov Bulgarian Prime Minister, after an inaugural address by Luchezar Avromov, Minister of Foreign Trade. The Prime Minister then set off on a brisk 4½-hour walk through the extensive fair grounds, calling at each pavilion and showing lively interest in exhibits

He was followed by an entourage which might well have been forgiven had it showed signs of flagging by the time it reached the British Pavilion well past lunch time.

As usual the East European countries were well represented, with East Germany having a particularly impressive pavilion featuring heavy industrial equipment, railway rolling stock and agricultural machinery.

Good displays

Bulgaria's own industries were all represented; the general standard of display was good. The packaging of Bulgarian food products is clearly improving.

Germany, Austria and Italy had larger pavilions than Britain, but the content was not proportionately impressive. The German pavilion showed machinery and cars; the Italian consisted mainly of light machinery and consumer durables (including ironing and pressing machines). The Austrian pavilion successfully included panels of consumer goods displayed between heavier exhibits to give an impression of greater variety and content.

The United States returned after two years absence and mounted a pavilion with a theme, educational aids (some of which they sold), backed up by the Apollo 10 capsule, which, of course, proved the star attraction.

Fourteen firms exhibited in or just outside the fourth consecutive official British Pavilion designed by COI and sponsored by the then Board of Trade. The compact layout of the British pavilion was praised, and certainly achieved maximum impact from modest participation.

Several firms returned again, notably Carlson-Ford and their filtration equipment, Monotype, Shell, Pye Unicam and J. K. Smit and their diamond bits and tools. Newcomers to Plovdiv, but not to Bulgaria, included Rank Xerox, Ralphs the shoe-making machinery manufacturers and Simon-Barron, makers of feed mills.

Other exhibitors included manufacturers representatives for electronic components and medical equipment and manufacturers of scientific instruments, electric furnaces, and amusement machines. Bentalls, in Bulgaria for the first time showing grain dryers and cleaners, were awarded a gold medal for their exhibits.

The right people

The British exhibitors were satisfied with the contacts they made at the fair; they were visited by the right people from the right organizations, including both end-users and trading companies.

A well-attended reception was given in the pavilion by the British Ambassador, Donald Logan, who spent a week at the fair. In his speech the Ambassador introduced each exhibitor, and announced the offer of a £5 million buyers' credit for Bulgarian purchases in 1971, agreement on which was expected soon. In her reply the Minister of Light Industry, Mrs. Dora Belchova, referred to her recent visit to London at the time of the Bulgarian Exhibition.

It is too early to assess accurately business due at the fair. Most Western representatives report mediocre results, but the modest British representation seems to have done comparatively well, securing orders or firm inquiries amounting to nearly £200,000. Several of the exhibitors sold all the machinery they had on display.

Next year Bulgaria starts to implement her next Five Year Plan (which has yet to be published). More new orders with the West tend to be placed during the earlier years of the Plan and for this reason, coupled with the increase in trade between Bulgaria and Britain and remembering how useful Plovdiv is as a means of getting to know Bulgarian contacts, one would like to see another and bigger British Pavilion at Plovdiv in 1971.

At the 'Shoes for Spring' exhibition in London, Dr. Manfred Herzal and Herr Schattenberg of Stifelkonig, Graz, were welcomed to the Dunlop display by Alan Gee (right), the company's export executive. During the first 24 hours of the exhibition, buyers from nine countries called to see the Dunlop ranges.

British Oxygen Co. Ltd. equipment is explained by Mr. P. W. Hampton, the company's representative (left) to two Australian delegates to the Third Asian and Australasian Congress of Anaesthesiology (see page 41). In the background is Mrs. E. J. Ferguson, Commercial Secretary, British High Commission, Canberra.

Top management attend Atlanta Needle Trades Show

A report from the British Consulate-General, Atlanta

THE 11TH annual Bobbin Show was held from September 23-25 at the Civic Center Exhibition Hall in Atlanta, Georgia. This annual event is organized by the Needle Trades Management Corporation, publishers of the *Bobbin* needle trades journal, and is the leading trade show in its field in the United States, attracting the production and management segment of the entire American garment manufacturing industry. Foreign visitors are drawn from all parts of the world, especially Canada, Latin America and Japan.

Some 350 exhibitors participated in this year's event which featured an extensive range of equipment and accessories for the garment manufacturing industry. Attendance figures are comparable with previous years, but visitors from the upper echelons of the industry were particularly noticeable this year.

Britain was represented by eight manufacturers, five of whom staged a group of exhibits in a joint venture sponsored by the Clothing Institute and the then Board of Trade.

Favourable comment

The joint venture group presented their displays on stands supplied by the Central Office of Information who used a prefabricated modular shell design particularly suited to this type of exhibit; these drew much favourable comment.

The British exhibitors reported a considerable flow of serious inquiries with promising prospects of substantial business. Three of the group had participated in last year's Bobbin Show and were in the advantageous position of having agents already established in the United States.

Sewprima Ltd., again exhibited their automatic needle positioner, automatic forming press, lining assembly and fusing plant and introduced for the first time on the American market, their profile stitching unit which aroused considerable interest.

Laughton Engineering who specialize in fusing processes introduced, for the first time, their new Hifuse press. Marine Engineering Company (Stockport) Ltd., demonstrated their fluidic controls for industrial sewing machines which commanded considerable attention on the part of the industrial sewing machine sector of the American industry.

Two newcomers to the Bobbin Show were Phillips & Sons (Manchester) Ltd., who showed their profile band knife for cutting light weight fabrics and a cloth spreading machine for tubular knitted fabrics, and H. Singer Ltd. who introduced their Mini-roller measuring and inspection machine and their Simplex pattern reducer and Lay Planner. Both firms appointed agents at the show.

The following firms exhibited their equipment on their agents' stands, Reliant Tool Co. Ltd., fusing press, Braithwaite Engineering Ltd., Ibis fusing press, and Samco-Strong Ltd., Hitronic press cutting equipment.

The 1971 Bobbin Show will be held at the Civic Center Exhibition Hall in Atlanta from September 15 to 17, 1971. Space for this event is already heavily booked. British manufacturers wishing to participate are advised to make reservations immediaely.

Information on the 1971 Bobbin Show may be obtained from Fairs and Promotions Branch, Department of Trade and Industry (DTI), Tower Block, Hillgate House, 26 Old Bailey London, E.C.4 (Tel. 01-248 5757), or from Mr. Ronald Segal, Needle Trades Publishing Corporation, 1120 Shop Road, Columbia, South Carolina (Tel. 803 256-4971).

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Hesitant buying at Munich Fashion Week

by G. Brock, Consul (Commercial), Munich

THE 22ND Munich Fashion Week held from October 4-8 attracted a record 1,520 exhibitors of which 420 were foreign firms from 16 countries. Buyer attendance was estimated at 18,000-20,000. The United Kingdom, with 58 direct exhibitors and 12 represented firms, was the second largest foreign exhibitor after France.

All British direct exhibitors showed their spring/summer 1971 ranges on a group stand mounted by the then Board of Trade in collaboration with the Clothing Export Council of Great Britain. As at previous events, the official British joint venture was supported by a fashion show.

This first event in the German spring 1971 ladies' fashionwear calendar was somewhat overshadowed by continuing uncertainty about garment lengths, coupled with the discouraging factors of high discount rates and rising wages.

The retail trade's hope of a firm lead from manufacturers on the question of lengths was far from fulfilled. Many makers confronted buyers with a take-your-pick of lengths; others compromised with a knee-covered line.

Forward orders

In these circumstances it is not surprising that buyers tended to place forward orders with some caution, but they showed more confidence in buying midi and maxi for quick delivery to fill the buying gap for the current winter season resulting from the even greater uncertainty about garment lengths which existed earlier in the year. In general about 20 per cent of forward orders were in the new lengths, with the more fashion-orientated retailers and boutiques ordering up to 75 per cent of their spring ranges in midi and maxi.

The easy answer to the length question is the trouser suit, and orders for these were up to 30 per cent higher than at the spring event.

Selling prices of domestic manufacturers were 4 to 6 per cent up on spring for woven outerwear and 2 to 5 per cent up for knitwear. These must be regarded as reasonable in view of 20 per cent wage increases that the German clothing industry has had to bear.

The fortunes of British manufacturers at this fair varied from 'disappointing' to 'fantastically good'. Many Austrian and Swiss buyers visit the Munich Fashion Week in addition to, or even in preference to, the ladies' outerwear exhibitions in their own countries, and it is the draw of this EFTA business that attracts many British manufacturers to Munich.

Germany continues to be the most difficult market in Europe for British ladieswear manufacturers to break into, and is one in which only persistence and conscientious marketing and servicing will pay lasting dividends. A rapid breakthrough into the market is normally only achieved by the occasional first-timer with a fashion-leading range. Two British newcomers to Munich falling into the latter category were Bamcrest International and Aristos.

Last minute entry

Bamcrest, who obtained a stand in the British section at the last minute had even their most optimistic expectations surpassed with excellent sales of 'Grand-dad' shirts and ladies' trousers to Austria, Switzerland and Germany.

Aristos reported 'fantastic interest' in their fashion coats from the same markets.

Muira of London sold out their German quota of fashion leather-wear long before the fair ended, closing a full order book at £90,000, 80 per cent of which was to Germany.

Skinflair of London surprisingly received a very interesting inquiry from Moscow for modern suede dresses.

Radley/Ossie Clark - Quorum were 'very happy' with their first participation in the joint venture stand, having previously exhibited in a Munich hotel.

Leygil/Sidwall reported 'tremendous business with Switzerland and Austria'.

Mark Russell were most satisfied with the exceptionally good business done with Austrian and German fashion houses at their second Munich showing.

The 'old-hands' continued to do the good business that they have built up over the years in the fastidious German market.

The next Munich Fashion Week will be held from March 28-April 1, 1971. Firms interested in participating should contact Mr. Alec Elvy, Clothing Export Council of Great Britain, 54 Grosvenor Street, London, W.1.

Tokyo-Pack '70 helps as part of long-term promotion

A report from the British Embassy (Commercial Department), Tokyo

PROBABLY on a bigger scale than our Packex at Olympia.' 'The forecast growth for the Japanese packaging machinery industry in the 1970s shows a staggering figure.' 'Some of their machinery is very good indeed.' These were a few of the remarks one heard from experienced packaging machinery visitors to the 1970 Tokyo International Packaging Exhibition.

The exhibition at the Harumi Tokyo International Fair Ground Site was opened on September 22 by Princess Takamatsu and continued until September 28. A late decision to participate meant that there was less space for a British stand than would have been ideal.

The eight exhibitor stands sponsored, under a joint venture agreement, by the Institute of Packaging and the then Board of Trade nevertheless occupied a very advantageous position in the impressive domed No. 4 Exhibition Hall, which also housed the other foreign government stands (United States and East Germany).

The Princess, accompanied by Prince Takamatsu, made the British stand their first call in the hall and Their Imperial Highnesses, amid much press attention, showed a lively interest in discussing the machinery with the representatives of the British firms concerned.

Worthwhile effort

If only because of the distance of Japan from other major industrial countries, it is perhaps inevitable that such exhibitions in Japan will attract fewer foreign visitors than elsewhere. While there was some disappointment among the British exhibitors at the lack of international attendance, the concensus of opinion seemed to be that their participation had been quietly successful and well worth the effort.

The exhibition was seen mainly as part of a continuing long-term sales promotion. Although competition was likely to be severe, the general view was that British firms could expect to obtain a worthwhile share of the overall, rapidly growing market.

A lot of inquiries were made, giving rise to good expectations for future orders. One of the participating firms, R. E. King (Exports) Ltd., reported that a major Japanese pharmaceutical company had visited their booth and purchased, on the spot, their electronic tablet counting machine which was being demonstrated. The Japanese company planned to put this machine into immediate use, and the prospects for larger orders to follow seemed bright. (Japan has the second largest pharmaceutical industry in the world after the United States.)

The Tokyo-Pack '70 was the third international show of its kind to be held in Asia. It was twice the size of the previous show held in 1968. The statistics were: total area, 25,972 sq. metres; number of visitors, 82,968; number of exhibitors, 254 firms (including 65 foreign firms); number of booths, 1,420; amount of business done, approximately £3½ million; value of inquiries/potential business, approximately £96 million.

Valuable business expected to result from anaesthesiology congress

A report from the British High Commission (Commercial Section), Canberra

AUSTRALIA WAS host country this year for the Third Asian and Australasian Congress of Anaesthesiology a regional congress of the World Federation of Societies of Anaesthesiologists. The venue was Canberra, the Federal capital, where the congress and associated trade exhibition were held in the Theatre Centre from September 19-23.

About 500 delegates from all parts of the world, including a large number from the United States, Britain and Europe as well as the Asian-Pacific region, attended the congress. The Trade Exhibition was conveniently situated in connecting rooms in the gallery above the lecture theatre which enabled delegates to visit it between and during scientific sessions since the lectures were relayed throughout the building.

This resulted in a steady flow of visitors at all times. Nineteen firms, mostly Australian but including four British companies and one Japanese, took part in the exhibition.

Wide range

The four British companies – British Oxygen Co., Ltd., Cyprane Ltd., Longworth Scientific Insturment Co. Ltd., and Portex Ltd., participated in the then Board of Trade joint venture sponsorship with the British Hospitals Export Council. The wide range of equipment and apparatus they showed included two new vaporizers for use on continuous flow anaesthetic machines by Cyprane; a new Boyle anaesthetic head unit for wall-mounting or portable use by British Oxygen; numerous examples of Portex anaesthetic products made from plastic materials; and from Longworth Scientific Instrument Company the latest design of the Abingdon high resistance anaesthetic vaporizer.

All four British exhibitors reported considerable interest in their products from many countries, and were confident that the attention shown would result in valuable business in the future.

Overseas Trade and Exports

United States Trade Bill: the current position

THE FINANCE COMMITTEE of the United States Senate held public hearings on the Trade Bill on October 9 and 12.

At the conclusion of the session on the Bill, the Committee announced that it would submit to the Senate a composite bill consisting of the Social Security Bill and the Trade Bill, and that it would delete from the Trade Bill certain provisions including the authority for the President to abolish the American Selling Price (ASP) system of customs valuation.

The British-American Chamber of Commerce in New York, representing over 1,200 United States and British firms, presented a statement to the Finance Committee on October 12: the Chamber was not called to give oral evidence. In its statement the Chamber said that a minimum of $8 billion of trade would be covered by just two of the many provisions, the trigger mechanism, which requires restriction under certain automatic standards, and the textile and footwear quotas. 'Faced with new restrictions of this magnitude', the Chamber said, 'it smacks of more than a little naivete to dismiss the virtual inevitability of massive foreign reaction of like magnitude.' The Chamber pointed out the destructive effects on United States export trade and the international trading system would be the same whether it was by angry retaliation in a trade war or by restrained bilateral bickering to compensate for trade losses.

The statement took issue with 'the decidedly discriminatory claim that the discretionary and exempting authority would be exercised in a way which will not harm trade with most developed countries'. This authority cannot be used 'without doing violence to the MFN principle'. But realistically, said the Chamber, domestic political considerations would dictate Presidential approval of most of the multitude of potential restrictive actions generated by the Bill, citing the 120 items covered by the trigger mechanism alone.

The Chamber asked the Committee 'to stay the momentum of protectionism embodied in this Bill, look behind the myth that gave rise to it and the dangers to which it would lead. The answer is not to give the President less discretionary authority, but to give him less destructive authority'.

The United States Congress is due to adjourn on October 14 for the Congressional elections (November 3). The Congress is to reconvene on November 16 for a short sitting before its term expires.

A summary of the United States Trade Bill was published in the *Board of Trade Journal* for October 7, pages 753–755.

Any inquiries about this matter should be addressed to the United States Section, Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext 3365).

TRADE AND FINANCIAL ARRANGEMENTS

ODM loans produce £9 million worth of orders for British industry

FIRE-FIGHTING equipment for India, vehicle spare parts for Ceylon and textile machinery for Ghana – these are some of the orders, worth £9 million, received by British industry from the developing countries during the last two months as the result of loans made by the then Ministry of Overseas Development for the supply of British goods and services.

Purchases from Sierra Leone included six water tankers, 12 tippers and a fuel oil tanker costing £44,868 from British Leyland Motor Corporation; an excavator, crawler crane and spares for a total value of £35,313 from Ruston-Bucyrus Ltd., Lincoln, a traxcavator from Caterpillar Tractor Co., Glasgow, for nearly £20,000; Aveling-Barford road rollers and motor graders for £71,566; 15 buildings to the value of £38,796 from Coseley Buildings Ltd., and galvanized restable and multiplate pipes for £36,213 from Armco Ltd., London.

Ghana's textile machinery from Parnon Ltd., Manchester, costs £23,000; in addition, Ghana has purchased six Aveling-Barford motor graders and road rollers for £74,391.

Indian orders included £27,500 worth of motor vehicles and diesel engine spares from Gerhard & May Ltd., London; components of a STV evaporator plant for £21,790 and £119,500 worth of components for the manufacture of papermaking plant from Bertram Scott Ltd., Bolton, and two hydraulically operated fire-fighting appliances with built-in pumping units for £42,915, supplied by Alex Lowries & Co. Ltd., London.

EEC and Israel

THE *Board of Trade Journal*, dated September 23, 1970 (page 682), contains a notice about the EEC/Israel Agreement which was signed on June 29, 1970. It is now understood that the rate for the import deposit referred to in Paragraph 5 of this notice should read 50 per cent and that the import deposit scheme will be abolished not later than December 31, 1970, in respect of all imports into Israel and not merely on those from the EEC.

Inquiries about this Agreement should be addressed to the Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174), where the French text of the Agreement may be seen. Copies of the French text may be obtained through HMSO, 49 High Holborn, London, W.C.1.

Tunisia and the EEC

THE *Board of Trade Journal* dated September 3, 1969 (pages 648/9), contained an announcement about the Association Agreement between Tunisia and the EEC.

The *Journal Officiel des Communautés Européennes* No. L218, dated October 3, 1970 contains the text of Regulation (CEE) No. 1985/70 concluding an agreement, in the form of an exchange of letters, to modify Article 5 of Annex 1, which concerns olive oil (Common Customs Tariff No. 15.07 A II), and to correct List 5 of Annex 3, in so far as it concerns paper and paperboard, machine-made, including cellulose wadding, in rolls or sheets (Common Customs Tariff No. 48.01), of the Association Agreement.

The French text of the Regulation may be seen on application to Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Denmark and Hungary

THE DANISH AUTHORITIES have recently published details of the Economic, Industrial and Technical Co-operation Agreement signed with the Hungarians at the end of last year. Copies of the agreement are available for inspection at Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 458, 459 and 461).

Iraq and India

AT THE CONCLUSION of the meeting of the Iraq-Indian Joint Trade Committee held in Baghdad between September 6-13, to implement the 1962 Trade Agreement, minutes were signed providing for the 1970/71 trade exchange under which India will import dates, oil, sulphur and tobacco from Iraq, while Iraq will purchase Indian goods to the value of £4.5 million. The minutes stressed the importance of economic and technical co-operation between the two countries.

Inquiries from British exporters about this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

El Salvador and Panama

HM EMBASSY in San Salvador have reported the signature on June 2, 1970 and the ratification by the Salvadorean Legislative Assembly on August 21, 1970 of a Commercial Treaty between El Salvador and Panama.

The Treaty provides for the establishment of a group of trade items to be exchanged either duty free or at preferential tariff rates between the two countries.

A Mixed Permanent Commission has been set up to edit and refine the lists of products now being drawn up by the participating countries for inclusion in the group of trade items.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2290).

ECGD backing for export contracts

CARGO VESSELS FOR PANAMA

THE EXPORT CREDITS Guarantee Department has signed four Financial Guarantees covering the financing of four SD14 general cargo vessels each of 14,910 tons deadweight. The contracts, which are worth a total of approximately £5½ million, are with the owners in Panama.

The vessels will be owned by Leyenda Oceanic Navegacion SA, Transegeo Navegacion SA, Panmares Armadora SA and Tridente Galante Navegacion SA, and all four vessels are being built in the Bartram shipyard of the Austin & Pickersgill Group at Sunderland. Three of the vessels are scheduled for delivery late in 1971 and the fourth in the spring of 1972.

Four loans, totalling £4.4 million, are being made available by William Brandt's Sons & Co. Ltd., acting on behalf of a syndicate of banks comprising Lloyds Bank Ltd., and National Westminster Bank Ltd.; and are repayable over a period of eight years from the scheduled date of delivery of each vessel.

STEAM TURBINE GENERATORS FOR UNITED STATES

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering the financing of the United Kingdom content of a £20 million contract for the supply and supervision of erection of two 1,100 mW steam turbine generators for the San Onofre nuclear power station in California, United States.

The contract is between English Electric-AEI Turbine Generators Ltd., a subsidiary of General Electric, and Southern California Edison Company of Los Angeles and San Diego Gas & Electric Company. The two American companies are responsible for the design and construction of the power station. The first generator unit, on which work has started in English Electric-AEI factories at Rugby, Stafford, Trafford Park and Larne, is scheduled to be commissioned in June 1975. The second unit will be commissioned one year later.

A loan, of £14.8 million, is being made available by N. M. Rothschild & Sons Ltd., who are acting on behalf of a consortium of London clearing and Scottish banks comprising Lloyds Bank Ltd., Midland Bank Ltd., Bank of Scotland, Barclays Bank Ltd., National Westminster Bank Ltd., The Royal Bank of Scotland Ltd. and Williams & Glyn's Bank Ltd.; and is repayable over a period of 10 years from date of contract.

Hints to businessmen visiting Uruguay

A REVISED EDITION of the booklet on Uruguay has been published in the 'Hints to businessmen' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Division, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7164).

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (DTI) (see page viii October 7 issue* Board of Trade Journal) *or the Export Services Division, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel.* 01-248 5757).

OUTWARD MISSIONS

Agricultural engineers in sales drives

CONTINUING their drive for increased markets, the Agricultural Engineers Association is sponsoring a trade mission which left recently for Ghana and Sierra Leone – the first Association mission to these countries. The mission, which follows visits last year by Mr. E. C. Lanning, export secretary of the association, to the Ivory Coast and Senegal, comprises executives of companies manufacturing spraying and dusting equipment, tractors, self-propelled mowers, field machinery and irrigation equipment.

The secretary of the mission is Mr. R. D. Mason of The Standard Bank Ltd.

* * *

The Agricultural Engineers Association is sponsoring a trade mission which left recently for New Zealand and Australia. The mission comprises representatives from leading United Kingdom tractor and agricultural machinery manufacturers.

Results of a recent investigation into the market for United Kingdom agricultural machinery in Australia show that this is considerable – the country having some 250,000 agricultural holdings covering some 1,200 million acres of which 100 million are cropped or sown to grasses and clovers. While Australia has a well-established agricultural machinery industry, imports continue to provide a significant proportion of farmers' requirements; this particularly applies to the more specialist items of machinery for which there is likely to be a continued and increasing demand in the future.

The mission includes representation of manufacturers of water weed-cutting launches and flail mowers, potato harvesters, automated feed preparing plants and tractors.

Leader of the mission is Mr. J. H. W. Wilder, of John Wilder (Engineering) Ltd.

Three-week visit to United States

A TRADE MISSION sponsored by the Textile Machinery and Accessory Manufacturers' Association left for the United States on October 16 for a tour of three weeks. The first week of the mission was arranged to coincide with the 26th Southern Textile Exposition – International, in Greenville, devoted to modernized textile machinery, accessories and ancillary equipment and textiles. Following this, participants will visit various textile mills individually.

In the main, the members of the mission – led by Mr. H. W. Griffith, of Shirley Developments Ltd. – are from the medium-sized firms who are specialists in their own particular field.

'Shirt-sleeve' team in Yugoslavia

THE second mission to Yugoslavia to be sponsored by the Birmingham Chamber of Commerce and Industry left recently for two weeks centred on Zagreb and Belgrade.

The leader of the mission, Mr. Leopold Friedman, chief executive of export operations of the Owen Organization, lays great emphasis on the down-to-earth nature of the group: 'This is a shirt-sleeve mission. Our aim is not just to add to the fund of goodwill which already exists between Yugoslavia and Great Britain, but to find practical ways in which Birmingham's industry can play a part in Yugoslavia's industrial and commercial development. Considerable care has been taken in composing the group of 10 mission members to see that the products and services which they offer are relevant to the needs of those sectors of the Yugoslav economy whose development will be given priority during the term of the coming Five-Year Plan.'

Members of the mission will be seeking contacts with the following industry sectors: agriculture and food processing, pollution control, road transport and building, petrochemicals and plastics.

Printing and publishing mission to US

A TOP-LEVEL London Chamber of Commerce trade mission from the paper, printing and publishing industry is to visit Chicago and the Mid-West of the United States from October 26 to November 5. The aim of the mission is to look at the problems facing British exporters in the American market and to make recommendations on improving the United Kingdom market performance.

Leader of the mission is Mr. G. M. Moray-Stephenson, deputy controller of export services for Vickers Ltd. Mr. George Riches, managing director of the Pemberton group and newly-elected chairman of the London Chamber's United States section will also be joining the mission.

The mission includes representatives of all aspects of the printing and publishing industry, from raw materials to the latest printing techniques. The mission's programme, arranged by Mr. Alan Rothnie, Consul-General in Chicago, includes discussions with leaders of commerce and industry in Chicago and Des Moines as well as meetings with Mayor Daley and Governor Ray of Iowa. They will also be seeing individual American companies, including Donnelleys, one of the world's major printers.

INWARD MISSIONS

Visit of Japanese pest controllers

TWENTY-THREE EXPERTS from the Japan Environmental Centre arrived from Paris recently to spend a day studying Rentokil Laboratories' pest-control facilities and research before flying on to the United States. The team was led by Dr. Kazuki Ogata, head

Market assessment in South Africa

THE overseas division of Sanders & Forster Ltd., London, the structural steelwork company of the Chamberlain group, is to make its structural steel building systems available to South African fabricators on a licensing basis. In this connection, Mr. David M. White, the company's overseas manager, will be visiting a number of South African concerns during a forthcoming concentrated market assessment and fact-finding tour. Leaving on October 30 as a member of Southampton's Chamber of Commerce Soltrade VI trade mission, Mr. White will be centred in Johannesburg for a month and will visit a selection of South African steelwork fabricators already interested in licensing the company's systems.

The company's structural steelwork designs and production techniques are already available in Australasia and Europe on a licensing basis. The company offer a full range of computer-designed, pre-engineered, industrial and commercial steel buildings, 'Scola' educational and commercial building construction system, 'Multibuild' combined structural steel and concrete building frame, 'Stratford' and 'Litebilt' open web steel joists, 'Litzka' castellated steel beams and the latest 'Multiplan' flat-roof industrial building system.

A typical clear portal pre-engineered building by Sanders & Forster Ltd., London, used for an overseas supermarket development.

of the Department of Pestology, and the visit was sponsored by the Japanese Ministry of Health and Welfare. Similar teams visited the United States in 1968 and 1969, but this was their first visit to the United Kingdom and Dr. Ogata asked that the day should be spent at Rentokil's headquarters, Felcourt, near East Grinstead.

The visitors studied the organization and administration of Rentokil's pest-control service, heard talks on current research and development by Dr. P. B. Cornwell, director of research, and his colleagues, and toured the laboratories and exhibition centre. Two of the company's films were shown and there were discussions on various aspects of industrial, commercial and dometic pest control.

EXPORT TOURS

Visiting Australia and New Zealand

MR. HENRY ADAM, assistant managing director of William Cotton Ltd., the Loughborough company which manufactures fully fashioned knitting machines, left recently for a month-long marketing and sales mission to New Zealand and Australia. On October 19 Mr. Adam addressed the New Zealand Textile Society.

Today (October 21) he will attend a knitwear design show given by Bentley Cotton and their New Zealand agents, William H. Terry & Co., for 400 top knitwear industry executives, including manufacturers, yarn spinners, top fashion designers and retail and group buyers.

It is hoped that Mr. Norman Shelton, the New Zealand Minister of Industry and Exports, will open the show and that a short address will be given by Mr. Laurie Stevens, president of the New Zealand Manufacturers' Association.

At the show, guests will see 85 garments, including children's, men's and women's wear, dresses for formal and occasional wear and even a fully fashioned poncho, all produced in Cotton's own Loughborough Knitwear Design Centre by the company's own designers and technicians.

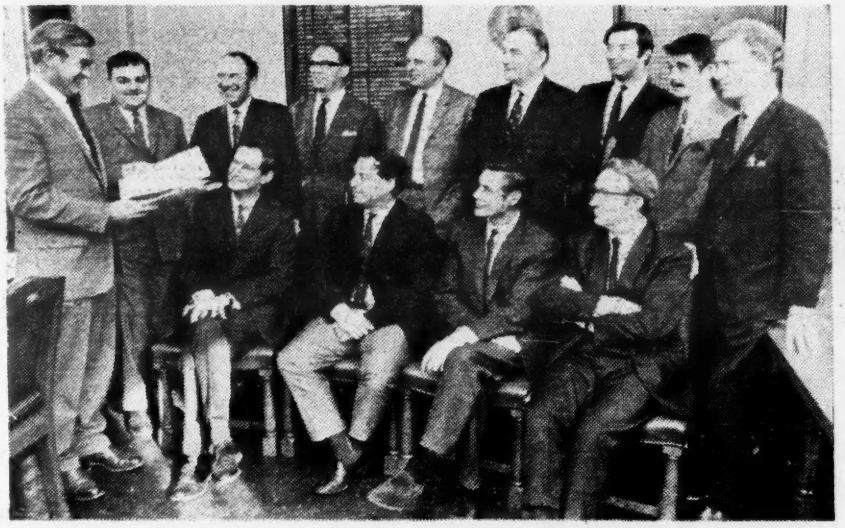
Visiting BA 70

MR. P. K. CLARKE, group marketing executive, Rank Precision Industries, Brentford, Middlesex, visits Argentina, Chile, Peru, Colombia and Venezuela early next month, and he will be joined by Mr. B. Armitage, director of overseas operations and marketing, who will have visited Sao Paulo, Brazil, en route. Other Rank visitors to Latin America at this time, all of whom hope to play an active part in BA 70, are Mr. T. Kendal, overseas marketing executive, metrology division, who will be flying in from Tokyo, and Mr. D. Moore, technical marketing manager, analytical division.

World export promotion

BROOKDEAL ELECTRONICS LTD., Bracknell, have launched a world export promotion for their range of signal recovery instruments. Mr. Philip Danby, managing director, left recently for a tour of America, the Far East and Middle East, during which he will visit overseas agents and customers. Also included in the promotion will be visits by Mr. John Roberts, sales manager, to the company's agents throughout Europe.

Mr. M. J. Smith (centre), leader of the Merseyside Chamber of Commerce mission to the Far East, is shown at the welcome party in Tokyo with Mr. J. C. Gale (left), manager for Blue Funnel in Japan and Mr. Seiichi Tada, director, Swire Machinnon.



A mission from the Sheffield Chamber of Commerce left recently for a three-week visit to the United States and Canada. Our picture, supplied by courtesy of Sheffield Newspapers Ltd., shows Mr. Colin Frith (left), director and marketing manager of Aven Tools Ltd., leader of the mission, briefing the party.

The Lord Mayor of Manchester, Cllr. W. A. Downward (centre),handing over a personal message of greetings to the Mayor of Greenville, the Hon. R. Cooper-White, to be delivered by Mr. Hugh Wyn Griffiths of Shirley Developments Ltd., leader of the Textile Machinery trade mission which left recently for the United States. Also in the picture: Mr. E. H. Smallwood of the Textile Machinery and Accessory Manufacturers' Association.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Hillgate House, 35 Old Bailey, London, E.C.4). The DTI, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the DTI require, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Tariff, Customs and Import Regulations in overseas countries

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THE TEXTS of the following Regulations, Proposed Regulations and Proposed Directive which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européenes.*

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FRANCE

Duty free quotas

FOLLOWING EEC **Regulations 2607/69, 2609/69** and **2612/69** the French *Journal Officiel* of September 27 announced the remaining amounts (with effect from September 16) for certain products in the list of duty free or duty reduced quotas for 1970 published in the *Board of Trade Journal* of January 28, 1970, page 259. The products and amounts are as follows:

Tariff No.	Description	Amount (metric tons) net
ex 32.01 D	Eucalyptus tanning extract	6
ex 54.03 B I a	Flax or ramie yarn raw (excluding tow yarn) measuring 30,000 m. or less per kg. to be used in the manufacture of twisted or cabled yarn for the footwear industry or for joining cables	1
73.02 D	Ferro silico-manganese	20

Imports must be routed through the following Customs posts:
Marseille – port – for the tanning extract
Dunkerque – port – for the yarn
Dunkerque – port and Feignies – gare et route – for the ferro-silico-manganese.

Duty free quota for unwrought magnesium

FOLLOWING EEC **Regulations 2615/69 and 1495/70** the French *Journal Officiel* of September 27 announced a reminder (with effect from September 16) of 7,400 kg to the quota for unwrought magnesium containing by weight less than 99.8 per cent of pure magnesium (Tariff heading 77.01 A). The quota for 1970 was published in the *Board of Trade Journal* of January 14, page 124.

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VIAMANCHE SERVICE to All parts of France. These services operate via Cherbourg from whence goods are conveyed by road to any destinations required in France. Bonded warehouse accommodation available at Cherbourg Port.
SOLENT EXPRESS
63 Oxford Street, Southampton, Hampshire Telephone: Southampton 29712. Telex: 47360
and
20 bis Rue Alfred Rossel, Cherbourg, Manche 50, France Telephone: Cherbourg 53 25 72. Telex: 77726

Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288) where the French texts may be seen.

SWEDEN

Further increase in added value tax

THE SWEDISH Authorities have announced a general increase in added value tax from 10 to 15 per cent from January 1, 1971. As the tax on imports is levied on the duty paid value including the added value tax, the effective rate is raised from 11.11 to 17.65 per cent. The increase will apply uniformly to all goods covered by the value-added tax legislation except for pre-fabricated houses on which the rate will be 9 per cent. (This supersedes the notice published in the *Board of Trade Journal* of March 4, 1970, page 619.)

Inquiries concerning this notice should be addressed to Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 458, 459 and 461).

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Standard Specifications

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(a) Yeast: L.S. 57/1969
(b) Chocolate: L.S. 58/1969
(c) Edible Starch: L.S. 62/1969
(d) Halawa Tahinieh (a kind of sweet): L.S. 63/1969
(e) Glucose Syrup: L.S. 64/1969
(f) Honey: L.S. 69/1969
(g) Medical Cotton Wool: L.S. 70/1969

No further information is yet available but inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

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SIERRA LEONE

General Import Licence No. 1 of 1971

UNDER GENERAL Import Licence No. 1 of 1971 published in the Sierra Leone Gazette of October 1, as Government Notice No. 1036, all goods of United Kingdom origin may be imported into Sierra Leone from the United Kingdom with the exception of the list of items given below for which specific import licences are required:

Customs Classification	Items
001-100	Cattle
011-000	Meat, fresh, chilled or frozen including chicken, turkey and fresh pork
013-890	Chicken (canned)
025-100	Fresh eggs in the shell
042-000	Rice, whether in the husk or not
044-000	Maize (corn) unmilled
046-010	Flour of wheat or meslin
048-411	Cabin bread (cabin biscuits)
048-490	Pastry biscuits, etc. (excluding fancy biscuits in tins)
051-800	Fresh fruits, oranges, grape fruits, tangerine, lemon and lime
051-400	Tomatoes, fresh
054-510	Onions and garlic, fresh
054-890	Other vegetables, cabbages, lettuce, raddish, carrots, parsnip, runner beans or green beans, cucumber, garden eggs, vegetable marrow, sweet pepper, white turnip
062-010	Sugar confectionery, not containing cocoa
071-100	Coffee, green or roasted, and coffee substitutes containing coffee
075-000	Spices whether ground or not
112-420	Gin (including schnapps)
121-000	Tobacco, unmanufactured (including scrap tobacco stems)
221-030	Palm kernels
221-090	Other oil seeds, oil nuts and oil kernels
292-500	Seeds, fruits and spores for planting
332-110	Aviation spirit
332-190	Motor spirit, other
332-210	Lamp oil (kerosene, illumination oil)
332-230	Aviation (turbine substitute)
332-300	Diesel oil and gas oil
332-400	Residual fuel oil including furnace oil
421-400	Groundnut oil
422-200	Palm oil
512-030	Alcohol (ethyl alcohol) denatured other than methylated spirits
541-190	Propellant powders and prepared explosives, n.e.s.
541-300	Penicillin, streptomycin, tyrocidin and other antibiotics
541-400	Opium, alkaloids, cocaine, caffeine, quinine and other vegetable alkaloids, their salts and derivatives
541-600	Bacterial products, sera vaccines, gland and their extracts, glycosides and derivatives
541-761	Medicaments for internal use containing more than 10 per cent of pure alcohol
541-762	Medicaments for internal use containing 10 per cent or less of pure alcohol
541-790	Medicines and drugs
070-130	Gunpowder
501-100	Blasting explosives other than gunpowder
571-200	Fuses, primers and detonators
571-400	Hunting and sporting ammunition
652-010	Cotton tents
652-020	Pile and chenille fabrics of cotton (other than tents and terry fabrics)
652-030	American grey cloth of cotton (other than tents commonly known as tent cloth)
652-040	Cotton woven fabrics (other than tents) grey or unbleached
652-050	Cotton woven fabrics (other than tents) printed
652-060	Cotton woven fabrics (other than tents) printed
652-070	Cotton woven fabrics (other than tents) piece dyed
652-080	Cotton woven fabrics (other than tents) colour woven
653-710	Cotton interlock fabrics
661-200	Cement
681-100	Silver, unworked or partly worked
682-280	Tubes, pipes and fittings of copper
694-112	Nails
698-610	Springs
698-911	Water tanks of iron and steel, n.e.s.
698-941	Water tanks of aluminium, n.e.s.
629-120	Outer covers for passenger cars
629-130	Outer covers for trucks (lorries and buses)
697-213	Domestic holloware of iron and steel (steel trunks), n.e.s.
629-170	Inner tubes for trucks (lorries and buses)
629-191	Rubber tyres, solid for vehicles; outer covers and inner tubes for vehicles, n.e.s.
629-199	Other rubber tyres and tubes
732-110	Passenger cars not exceeding 1,200 c.c. complete
732-130	Passenger cars exceeding 1,750 c.c. and not exceeding 2,750 c.c. complete
732-140	Passenger cars exceeding 2,750 c.c. complete
732-150	Dual purpose motor vehicles (e.g. jeeps, land rovers, kitcars, estate cars, station wagons) complete
732-200	Buses and coaches (including trolley-buses) whether or not assembled
732-300	Lorries and trucks (including ambulances, etc.) whether or not assembled (other than special purposes)
732-490	Special purpose vans, lorries and trucks, n.e.s., whether or not assembled, complete
732-600	Chassis with engines mounted of a kind for vehicles of headings 732-110, 150
732-700	Other chassis with engines mounted
732-800	Bodies, chassis, frames, and other parts of motor vehicles, n.e.s. (other than motor-cycles) but not including rubber tyres, engines, electrical parts

(Continued on next page)

Is the Tender you have received from abroad all Greek to you – or just double Dutch?
Then, dear Tender people, why not have it translated by

B.W. INSTRUMENTS AND TECHNICAL SERVICES LIMITED, Translation Dept., 593 Green Lanes, Palmers Green, London, N.13. (Telephone: 01-886 4866)

OR

LANGUAGE TRANSLATION SERVICES, 5 Marsh Street, Bristol BS1 4AA. (Telephone: Bristol 21381)

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732-600	Chassis with engines mounted of a kind for vehicles of headings 732-110, 150
732-700	Other chassis with engines mounted
732-800	Bodies, chassis, frames, and other parts of motor vehicles, n.e.s. (other than motor-cycles) but not including rubber tyres, engines, electrical parts

(Continued on next page)

Is the Tender you have received from abroad all Greek to you – or just double Dutch?
Then, dear Tender people, why not have it translated by
B.W. INSTRUMENTS AND TECHNICAL SERVICES LIMITED, Translation Dept., 593 Green Lanes, Palmers Green, London, N.13. (Telephone: 01-886 4866)
OR
LANGUAGE TRANSLATION SERVICES, 5 Marsh Street, Bristol BS1 4AA. (Telephone: Bristol 21381)

SIERRA LEONE. *continued*

Customs Classification	Items
821-200	Metal beds
831-000	Fibre suitcases, excluding leather, plastic and vinyl
841-060	Shirts of textile fabric not knitted or crocheted
841-431	Singlets, undervests, chemises and similar garments, knitted or crocheted, including interlock, not elastic or rubberized Restriction of the above items is applicable only to the following countries: Poland, Hungary, East Germany, Rumania, Czechoslovakia, People's Republic of China, Taiwan, Korea, Hong Kong, Japan, India, Pakistan, Ceylon and Singapore. They can be imported from all other countries under Open General Licence No. 1 of 1971
851-100	Footwear with soles and /or uppers of plastic
894-311	Shot guns, pistols and revolvers
894-319	Other non-military firearms for firing blank ammunition
897-100	Jewellery of gold, silver and platinum group metal and goldsmiths' or silversmiths' wares including set gems (except watches)
899-310	Candles
899-320	Matches (excluding Bengal matches)
899-410	Umbrellas and sunshades (including walking-stick umbrellas, umbrella tents)
951-020	Artillery weapons, machine guns and military arms
951-050	Revolvers and pistols
951-060	Projectiles and ammunition, n.e.s. (bomb, grenades, torpedoes, guided missiles and similar ammunition of war)
76-310	Salt put for table use
76-390	Salt (including salt liquors and sea waters), n.e.s.

Applications for import licences 1971

SIERRA LEONE Government Notice No. 1035 invites applications from importers for goods for which specific import licences are required. In the case of goods which originate in the United Kingdom those for which specific import licences are required are printed in the Schedule to the Open General Import Licence No. 1 of 1971 above.

It is requested that applications should be submitted before October 31, 1970.

Full details of the provisions of these notices may be obtained from the Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

Notes:

Imports covered by this licence are subject to the condition that the importer produces at the time of import a Certificate of Origin in respect of the goods in the form required for entry of goods under the Customs Tariff Act or such other form as the Comptroller of Customs may from time to time approve.

Importers are reminded that the issue of an Open General Licence does not relieve traders from complying with other regulations to which certain goods are subject. In their own interest traders should make inquiries from the Department of Trade and Industry about such regulations before arranging importation.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St. Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109, St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

GHANA

Notices to importers

THE FOLLOWING notice was published in the Ghana *Commercial and Industrial Bulletin* of September 22.

Notice to Importers No. 349

Recall of Specific Import Licences issued to importers in Groups E, F and G

The Controller of Imports and Exports announces for the information of all importers registered under Groups E, F and G, who have been issued with Import Licences for the importation of commodities described on the face of the licences as 'various' that they are to return such licences to the Controller of Imports and Exports as soon as possible.

Fresh specific Import Licences will be issued specifying in the case of Group E, three commodities; Group F, two commodities; and Group G, one commodity. Importers are therefore asked, when returning the licences, to suggest, as appropriate, any of the commodities listed in page 2461 of *Commercial and Industrial Bulletin* No. 68 of September 12, 1970 (details of which were published on page 860 of the *Board of Trade Journal* of October 14, 1970 and in the *Export Intelligence Gazette*) which they would like to import.

Where bulk licences have already been committed, these licences should nevertheless be returned with a statement indicating all commodities for which Letters of Credit have been opened. Fresh licences will be issued to replace the old licences and the Banks will be requested to substitute the new numbers for the old ones on the Letters of Credit.

The Controller of Imports and Exports wishes to warn importers that it is in their own interest to return their licences as soon as possible.

Any inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 271/2/3).

Notice to Importers No. 350

Recall of Specific Import Licences issued for industrial raw materials, machinery and spare parts

The Controller of Imports and Exports announces for the information of all importers in the manufacturing sector who have been issued with Specific Import Licences for the importation of industrial raw materials, machinery and spare parts which have been described on the face of the licence as 'various' that they are to return such licences to the Principal Secretary, Industries Division, as soon as possible.

Fresh licences will be issued to replace licences recalled.

Industrial importers are, however, requested to submit six copies each of lists of machinery and raw materials with values specified for each item on the lists.

The Controller of Imports and Exports wishes to warn industrial importers that it is in their own interest to return their licences as soon as possible.

Any inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

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BOT

Notice to Importers, import licensing

IN THE *Board of Trade Journal* dated October 14, 1970 (page 860) and in the *Export Intelligence Gazette* a notice was published referring to Notice to Importers No. 346 published in the Ghana *Commercial and Industrial Bulletin* of September 12. The following correction notice was published in the Ghana *Commercial and Industrial Bulletin* of September 22:

CORRECTION NOTICE – NOTICE TO IMPORTERS No. 348

NOTICE TO IMPORTERS No. 346 – IMPORT LICENCE PUBLISHED IN *Commercial and Industrial Bulletin* No. 68 OF SEPTEMBER 12, 1970

a) Page 2456

The first paragraph should read as follows:

(4) *Open General Licence No.* 4 – This authorizes the importation of all medicinal and pharmaceutical products under Statistical No. 541. Importers are, however, advised that before placing orders, they must obtain permits from the Pharmacy Board of the Ministry of Health, PO Box M.44, Accra.

(b) Page 2456

After line 43, *insert*

(i) 718	Spare parts for machines for special industries
(ii) *Delete* 719-210/220	Pumps for liquids, gases, etc.
Substitute 719-210/220	Spare parts for pumps for liquids, gases etc.

Page 2460

Delete 652-292	Woven cotton fabrics, printed, n.e.s.

Page 2462

B – SPECIFIC IMPORT LICENCES

After line 15 *insert* the following:

'All other items not specifically mentioned above and not appearing as coming under Open General Licence or Restricted Imports will only be allowed under a Specific Import Licence.'

Pages 2457/2458

(7) *Open General Licence No.* 7 – With regard to the following Statistical Numbers:

*732-180	Land Rovers and Jeeps
*732-200	Buses and coaches
*732-360/370	Trucks and lorries
*732-710	Chassis with engine mounted for buses and coaches
*732-730	Chassis with engine mounted for trucks and lorries

*The Open General Licence applies only to imports from the following sources:

The United Kingdom
The United States of America
Canada
Federal Republic of Germany and
France

Imports from other sources will be by Specific Import Licences.

Page 2462

C – RESTRICTED IMPORTS

After line 20 *insert*

012-110	Bacon
012-120	Ham – fresh, frozen, not canned

After line 21 *insert*

025-010	Eggs in shell
Delete 071	Group coffee

After line 46 *insert*

553-900	Incense sticks

Page 2463

Delete 831-020	Travel goods (travelling bags, dressing cases, suitcases, trunks, shopping bags, haversacks and similar articles of fibre, artificial plastic sheeting and canvas)
Substitute 831-020	Travel goods (travelling bags, dressing cases, suit cases, trunks, shopping bags, haversacks and similar articles of fibre, artificial plastic sheeting and canvas)

After line 32 *insert*

842-000	Articles of fur skins and artificial fur and articles thereof

After line 33 *insert*

892-400	Greeting cards

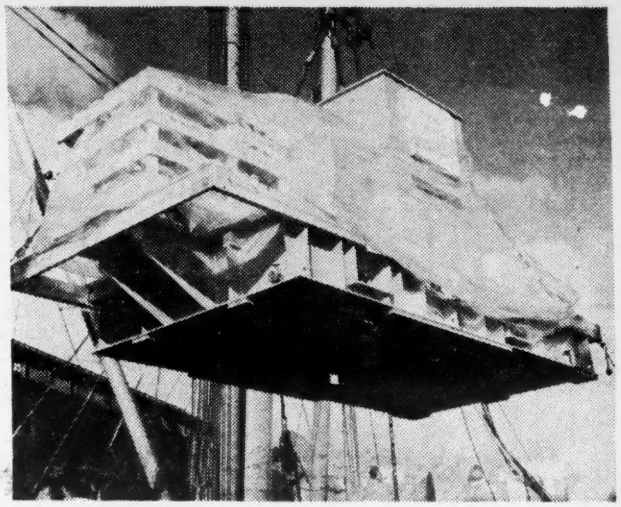
Page 2463

Delete 691-200	Window louvres (aluminium) assembled or unassembled

Any inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). *The department has* 20 *local offices in various parts of the United Kingdom. A list is given in the* Board of Trade Journal *of August* 19.



A 43*-ton English Electric generator, on route to Zambia, being loaded aboard Elder Dempster's 'Owerri' on October* 8. *The consignment is the first stage of a mining machinery contract to the Copper Belt Company of Zambia for its Bancroft Mine.*

GABON

Modifications to 'taxe complementaire'

IT HAS recently been reported that Gabon Ordonnance No. 1/70/PR/MFB/BT/MAE/ODG of January 13, announced the following modifications to the rate of 'taxe complementaire' levied on alcoholic drinks:

Tariff No.	Description	Old Rate (Francs CFA)	New rate (Francs CFA)
22.03.00	Beers	30%	30%
22.05.01	Wines in containers of 3 litres capacity or less	37 francs per litre	48 francs per litre
22.05.11	Wines otherwise put up	37 francs per litre	48 francs per litre
22.05.40	Fortified wines	37 francs per litre	48 francs per litre
22.09.11	Spirits: natural obtained from wine or grape marc	250 francs per litre of pure alcohol	350 francs per litre of pure alcohol
22.09.12	Rums and tafias	250 francs per litre of pure alcohol	350 francs per litre of pure alcohol
22.09.13	Whisky	250 francs per litre of pure alcohol	350 francs per litre of pure alcohol
22.09.19	Other spirits	250 francs per litre of pure alcohol	350 francs per litre of pure alcohol
22.09.21	Gin	250 francs per litre of pure alcohol	350 francs per litre of pure alcohol
22.09.22	Anisated liqueurs	250 francs per litre of pure alcohol	350 francs per litre of pure alcohol
22.09.29	Other liqueurs and alcoholic preparations	250 francs per litre of pure alcohol	350 francs per litre of pure alcohol

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 408/423/488).

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CARGO SYSTEM

MAURITIUS

Changes in trade mark law

TWO CHANGES have been made in the trade mark law of Mauritius with effect from July 1, 1970. The United Kingdom Trade Marks Registration Ordinance has been repealed by the United Kingdom Trade Marks Registration (Repeal) Act, 1970 and the effect of this repeal is that no further trade marks will be accepted for registration in Mauritius based on corresponding United Kingdom registrations. It is understood that such registrations will remain in full force until their period of protection expires but thereafter the marks can only be protected by re-registration under the Trade Marks Ordinance as independent marks.

There has also been enacted The Trade Marks (Amendment) Act, 1970 which amends the Trade Marks Ordinance, providing for the registration of independent trade marks, and the main effect of the Act is to restrict to local agents the right to act on behalf of persons wishing to register trade marks in Mauritius.

Copies of the two Acts are available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, WC2A 1AY.

CEYLON

Import control notice: UK/Ceylon Loan, 1970

THE CEYLON GOVERNMENT has issued Ceylon Import Control Notice No. 22/70, concerning the issue of licences under the United Kingdom/Ceylon Loan, 1970. The notice reads as follows:

United Kingdom/Ceylon Loan 1970

1. It is proposed to issue licences for imports from the United Kingdom under the above Loan Agreement.

2. The procedure applicable in regard to the issue of import licences against allocations for imports under the above loan agreement will be as stated below and will be complementary to those already in force:

(i) The importer who receives an allocation for imports under the heading 'United Kingdom/Ceylon Loan, 1970', will negotiate with the supplier in the United Kingdom and obtain from the 'supplier 4 copies of the Proforma Invoice/Contract duly authenticated by him. The reference number and date of the letter granting the allocation should be quoted on the authenticated Proforma Invoice/Contract in order to identify that the Contract is in respect of supplies covered by the particular allocation. The Proforma Invoice/Contract should also contain a certification by the supplier to the effect that the goods are of United Kingdom origin and/or specifying the extent of the British content. Three authenticated copies of such Proforma Invoice/Contract should be forwarded to the authority issuing the allocation, i.e. the Import and Export Control Department, Regulation Division/Corporation Division of the Ministry of Industries and Scientific Affairs as the case may be. Action will thereafter be taken by the Import Control Department or Regulation Division/Corporation Division of the Ministry of Industries and Scientific Affairs to issue a licence bearing the heading 'United Kingdom/Ceylon Loan 1970'.

(ii) The importer will, on the issuance of such licence, take early steps to open a Letter of Credit with a commercial bank in Ceylon. The commercial bank will arrange for the supplier in the United Kingdom to be paid through its correspondent bank in the United Kingdom and for the documentation required by the Central Bank of Ceylon.

(iii) All goods imported on the authority of licences issued under 'United Kingdom/Ceylon Loan, 1970' should be those wholly produced or manufactured in the United Kingdom, the Channel Islands or the Isle of Man. In addition to any other documentation, the suppliers should be required to furnish a Payment Notification in the form set out in Appendix 'A' in respect of goods and services covered by the licence and in the form set out in Appendix 'A1' in the case of chemicals and allied products.

3. It should be noted that:

(i) all imports covered by a 'United Kingdom/Ceylon Loan, 1970' licence shall be against Letters of Credit.

(ii) Payments for supplies and services financed under licences issued with the heading 'United Kingdom/Ceylon Loan, 1970' should be made in sterling only to persons carrying on business in the United Kingdom, the Channel Islands or the Isle of Man.

(iii) where the transaction is on an c.i.f. basis the whole amount will be covered under the loan. In the case of f.o.b. contracts shipping arrangements must be made with a British firm, and insurance, if not effected with the Insurance Corporation of Ceylon, must also be arranged with a British company.

N. W. H. D. GUNARATNE,
Acting Controller of Imports and Exports.

September 6, 1970.

APPENDIX 'A'

UNITED KINGDOM/CEYLON LOAN, 1970

Payment Notification

I hereby certify that:

(i) the payments referred to in the invoices listed below, which or copies of which accompany this payment certificate, have been received:

Contractor's Invoice No.	Date	Amount £	Date of Payment	Short description of goods, works and/or services

(ii) there is included in the abovementioned invoices the following amount paid or to be paid by the Contractor in respect of goods or materials not originating in the United Kingdom, whether purchased from abroad or from within the United Kingdom:
(F.o.b. Value):.....
Description of items: .....

(iii) apart from the amount specified in paragraph (ii) all the amounts specified in paragraph (i) are payable in respect of goods and services of United Kingdom origin.

(iv) I have the authority to sign this certificate on behalf of the contractor named below:
Signed: .....
Position held: .....
for and on behalf of Name and address of Contractor:.....
Date: .....

For the purpose of this declaration the United Kingdom includes the Channel Islands and the Isle of Man.

APPENDIX 'A1' (CHEMICALS)

UNITED KINGDOM/CEYLON LOAN, 1970

Payment Notification for Chemical and allied Products only

1. Date of Invoice: ..... Invoice No.: .....

2. Description of Product(s) supplied to Purchaser (Note A)	Price £	UK Tariff Classification No. (Note B)	Is the product of UK Origin? (See Notice C) state 'Yes' or 'No'

3. Total amount paid by Purchaser in Sterling – £: .....
Date of Payment: .....

4. I hereby certify that:

(a) the payment referred to in the above-mentioned invoice; a copy of which accompanies this payment notification, has been received: .....

(b) I have the authority to sign this certificate on behalf of the Contractor named below:
Signed: .....
Position held: .....
for and behalf of Name and address of Contractor: .....
Date: .....

NOTES

A. This form is only to be used for chemical and allied products, most of which are covered by the appropriate sub-headings of Chapters 15, 25, 28-35, and 37-40 of the United Kingdom Tariff.

B. SEE:
(i) HM Customs and Excise Tariff HMSO.
(ii) Classification of Chemicals in Brussels Nomenclature HMSO.

C. (i) A product is regarded as of 'United Kingdom origin' if made *either* wholly from indigenous United Kingdom materials *OR* according to the appropriate EFTA qualifying process using imported materials wholly or in part.
(ii) The EFTA qualifying processes are set out in Schedule I of the 'EFTA Compendium for the Use of Exporters', HMSO.
(iii) For the purposes of this declaration it is to be emphasized that the 'alternative percentage criterion' DOES NOT APPLY.
(iv) The words 'Area Origin' where they appear in the above Schedule must be taken to mean 'United Kingdom Origin' only.
(v) For the purposes of this declaration, the 'Basic Materials List' (Schedule III of the EFTA Compendium' does not apply.
(vi) If a qualifying process if not listed for the material in question, advice should be sought from Loan Administration Section, Finance Department, Ministry of Overseas Development Eland House, Stag Place, London, S.W.1.

For the purpose of this declaration the United Kingdom includes the Channel Islands and the Isle of Man.

Any inquiries regarding this notice should be made to Commercial Relations and Exports Department, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

MALAYSIA

Investment

THE MALAYSIAN Minister of Finance and the Governor of the Malaysian Central Bank have announced that INVESTECO (Investment Development and Technical Services Ltd) have been appointed to represent the Malaysian development institutions in Britain. The agreement is effective from October 1, 1970.

The two Malaysian institutions concerned are the Federal Industrial Development Authority, a Government promotional body, and Malaysian Industrial Development Finance Ltd., a development bank combining private and public shareholding, both local and overseas. The role of INVESTECO is not, however, confined to industry; hotel, property and agricultural development will also be covered, and general financial investment.

Any company or person who might be interested to:

(a) enter into industrial or other joint ventures;
(b) be kept informed of investment opportunities;
(c) provide management with or without investment;
(d) licence processes with or without technological back-up;
(e) learn of the investment and other incentives offered;

is invited to contact Mr. David Fiennes or Mr. Andrew Allen, at INVESTECO, Albany Buildings, 47 Victoria Street, London, S.W.1 (Tel. 01-799 7451, Cables Intecco, London, S.W.1), indicating the area of their potential interest.

SINGAPORE

Import Control

THE SINGAPORE Government has issued Import Control Notice No. 16/70, which states that the import of secondhand motor vehicles, i.e. passenger cars, buses and goods vehicles is now subject to special licensing. It adds that these licences will be issued only for re-export purposes.

Any inquiries regarding this notice should be made to Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 401, 468 and 469).

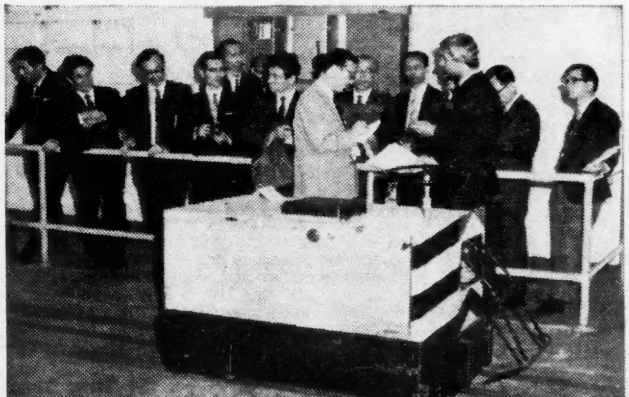
PHILIPPINES

Letters of credit

THE CENTRAL BANK of the Philippines recently issued a circular to commercial banks to the effect that the letter of credit requirement will in future apply also to imports valued at less than US $ where it is shown that:

(a) there is more than one importation of the same commo category from the same supplier,
(b) the aggregate value of the importation exceeds US$100,
(c) the importations were shipped on the same date on the s vessel or were mailed on the same or successive dates.

All inquiries relating to this notice should be addressed to T Section, Export Data Branch, Hillgate House, 35 Old Bai London, EC4M 7HU (Tel. 01-248 5757, Exts. 468, 469 and 401



A Japanese industry study team organized by the Nippon Office Management Association and consisting of senior executives of publishing and sales companies recently visited EMI during their tour of the United States and Europe. Several EMI products were demonstrated to the team, including the Robotug driverless tractor system pictured here for which orders have been received from many overseas markets.

Fitted with special sand tyres and a 475 litres (⅝ cu. yd.) D 4 in 1 multi-purpose bucket, the Whitlock 105 is shown work at Cap Ferret, France, where it is involved in the construction a new tourist centre located on the Atlantic coast. The mach is owned by Cadillon S.A. of Charolles. The majority of work which the international powered machine is involved is on sa areas where the special tyres enable the machine to move fr without any wheelspin.

NEW ZEALAND

Emergency Protection Authority report

COPIES OF the following New Zealand Emergency Protect Authority report have been received and are available from Commercial Relations and Exports Department, 1 Victoria Str London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
39.07.67 70.15.00	Watch 'glasses'. Clock and watch glasses.

AUSTRALIA

Tariff changes

DETAILS ARE given below of changes made in the Austral Customs tariff by custom tariff proposals which came into eff on September 17, 1970, and are consequent upon the Tariff Bo inquiry into pencils, crayons and chalks.

Amendments of Part II of the First Schedule to the Customs T 1966-1970

Tariff Item	Goods	Rate of duty	
		General	Prefere
	Omit sub-items 98.05.1 to 98.05.9 (inclusive), *insert* the following sub-items:		
98.05.1	Pencils other than slate pencils	25%	15%
98.05.2	School chalks	15%	Free
98.05.9	Other	7½%	Free

Any inquiries about this notice should be addressed to the Co mercial Relations and Exports Department, 1 Victoria Stre London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference N CRE 220/69.

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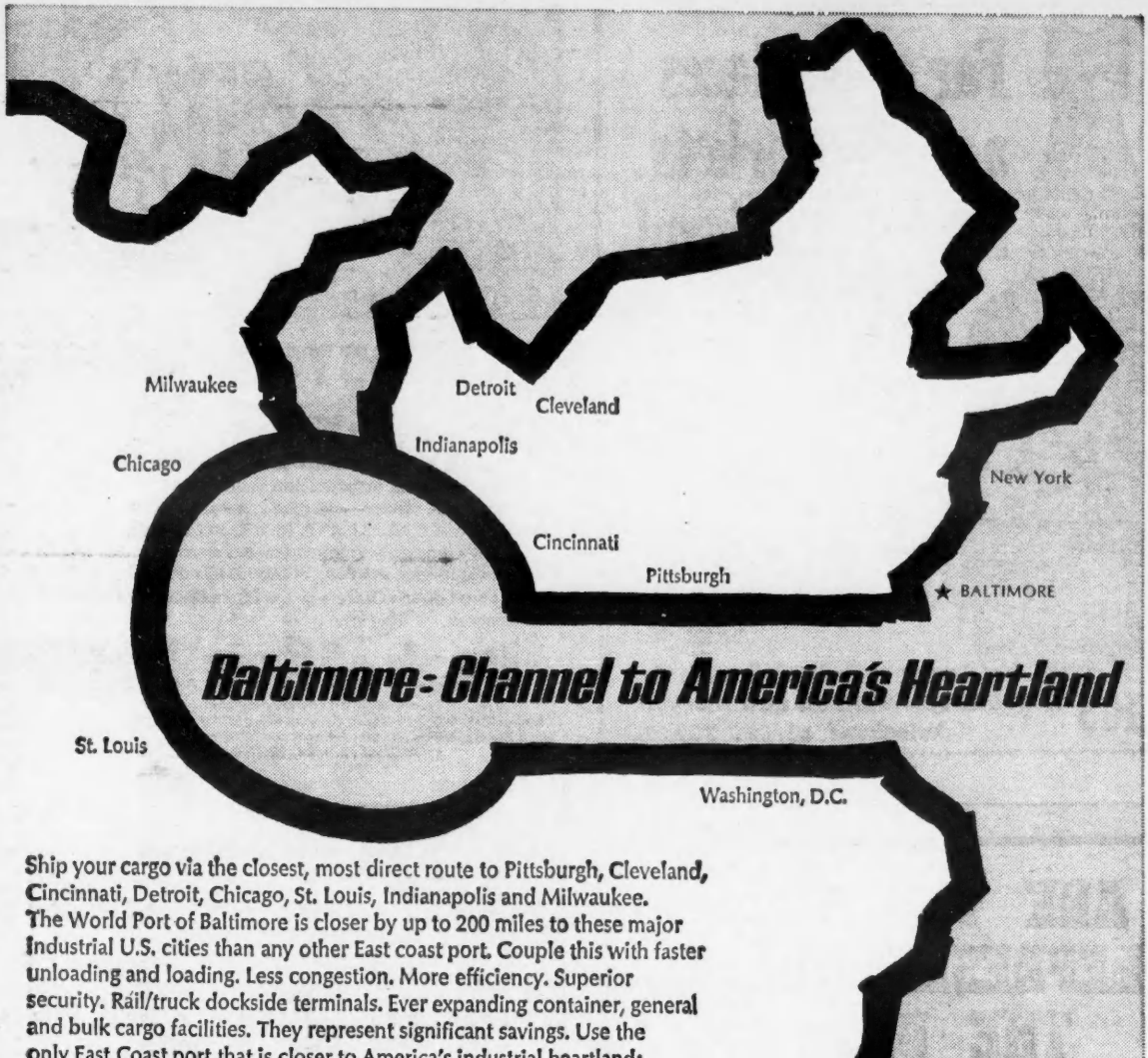

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Tariff Board inquiry

INDUSTRIAL RADIOGRAPHIC EQUIPMENT

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of industrial radiographic equipment not ordinarily used for medical purposes (tariff item 90.20.900).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable may be obtained from Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext 468, 469 and 401).

This matter has been reported by the British High Commission at Canberra, which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than November 4, 1970.

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 1532/70.

GLASS AND GLASSWARE

IT WAS notified in the *Board of Trade Journal* on March 18, 1970 that glass and glassware (tariff items 70.01, 70.02, 70.03, 70.09, 70.10, 70.12 to 70.19 and 70.21) had been referred to the Australian Tariff Board for inquiry and report.

That reference was superseded on October 6 by a further Tariff Board reference covering all of Chapter 70 of the Australian Customs tariff with the exception of tariff sub-items 70.08.100, 70.09.190 and 70.14.410.

Details of the tariff items under which the above-mentioned goods are dutiable may be obtained from Tariff Section, Export Data Branch, Hillgate House, 35 O'd Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469, 401).

This matter has been reported by the British High Commission at Canberra which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests proposed to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than November 3, 1970.

Before that date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 583/70.

Simplification of the Australian customs tariff

A NOTICE was published in the *Board of Trade Journal* on June 29, 1970 giving details of the simplification of the Australian customs tariff. Draft chapters of the revised tariff will be published, and in this set, six weeks allowed (from the date of publication) by the Australian authorities for objections.

Drafts of the following chapters were published on October 9, and are available in the Commercial Relations and Exports Department of the Department of Trade and Industry, who will supply details on request.

38 Miscellaneous chemical products
44 Wood and articles of wood; wood charcoal
51 Continuous man-made fibres
55 Cotton
73 Iron and steel and articles thereof.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318/2319), quoting reference No. CRE 30848.

COLOMBIA

Correction: additions to free list and prior import licence list

THE SECOND sentence of a notice on additions to the free list and prior import licence list in Colombia, which was published in the *Board of Trade Journal* of October 14 (page 866) should have read as follows:

(Continued on next page)

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COLOMBIA, *continued*

'Inclusion in the free list waives the need for an import licence provided the importer fulfills the initial registration process by applying for a "licencia previa".'

UNITED STATES

Tariff commission report of certain dairy products

THE *Board of Trade Journal* of June 10, 1970 announced an investigation by the United States Tariff Commission into the imports of the following dairy products:

(i) Ice cream (TSUS 118.25)
(ii) Chocolate (TSUS 156.30) and articles containing chocolate (TSUS 182.95)
(iii) Animal feed containing milk or milk derivatives (TSUS 184.75)
(iv) Cheese and substitutes for cheese containing 0.5 per cent or less by weight of butterfat (TSUS 117.75) [except articles within the scope of existing import quotas].

In a report submitted to the United States President, the Commission has found material interference from imports of the above products. The Commission recommends zero quotas for these items with the exception of low-fat cheese for which it recommends a quota of 30,000 lb. for the remainder of 1970 and an annual quota of 100,000 lb. for each calendar year thereafter.

Copies of the report (TC Pub. 338) are available upon request from the Secretary, United States Tariff Commission, 8th and E Streets, NW, Washington DC 20436.

Inquiries about this notice may be addressed to the United States Section, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Part of an order for generating equipment, placed on Dale Electric of Great Britain Ltd., by the General Telephone & Electronics Co. Inc., of the United States, for installation on a pipeline project in Iran. The contract is one of the largest dollar earners Dale has executed. The sets are designed to supply prime power on the continuous duty cycling operation system, with two sets installed at each station, along the pipeline.

Investigation—umbrellas and parts

THE *Board of Trade Journal* of April 8, 1970 announced an escape clause investigation by the United States Tariff Commission into umbrellas and parts (TSUS items 751.05 and 751.20). The Tariff Commission has now issued its report to the President and has determined that umbrellas and parts are not being imported in such increased quantities as to threaten serious injury to the United States domestic industry. Copies of the public report (TC Pub 334) are available from the Secretary, United States Tariff Commission, 8th and E Streets, NW Washington, DC 20436.

Further details about this notice may be obtained from the United States Section, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-22 7877, Ext. 2397).

Federal motor vehicle safety standards

Standard 213 – Child seating system

THE *Board of Trade Journal* of April 15, 1970 gave notice of a proposed new United States Standard 213 for Child Seating Systems for use in passenger vehicles, trucks and buses.

After consideration of comments received the National Highway Safety Bureau has now decided to change certain of the requirements and to extend the time for complying with the Standard to April 1, 1971.

Proposed Amendments to Standard 213

The National Highway Safety Bureau has announced proposals for further amendments to Standard 213. These include proposals to expand the coverage of the standard to all devices that are manufactured to seat children in motor vehicles, to specify the adjustability of the seating system and to amend the impact protection requirements. Interested persons are invited to submit written comments to the Docket Section, National Highway Safety Bureau, Room 4223, 400 Seventh Street, SW Washington, DC 20591. not later than November 23, 1970,

Further details may be obtained from United States Section, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 23.9.70.

Control of hazardous radiation—microwave ovens

THE *Board of Trade Journal* of June 3, 1970 gave notice of a United States proposed performance standard applicable to the emission of microwave radiation from microwave ovens. The *Board of Trade Journal* of July 1, 1970 announced that the time for submitting comments was extended to July 21, 1970.

After consideration of comments received, the Commissioner has amended the regulations by the addition of section 78.212. This became effective on October 6, 1970. These regulations are applicable to microwave ovens manufactured after October 6, 1971.

Further details about this notice may be obtained from the United States Section, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 6.10.70.

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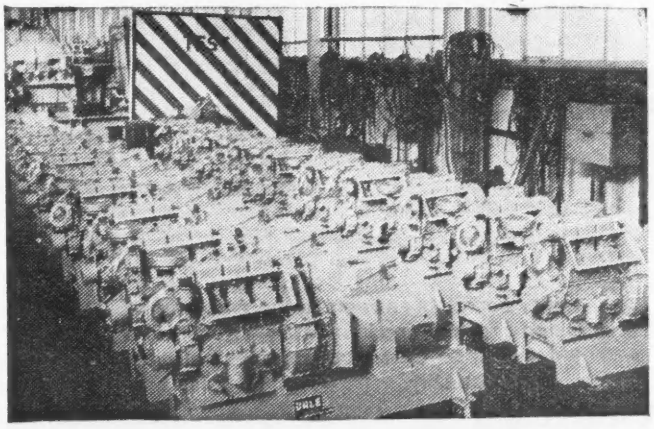

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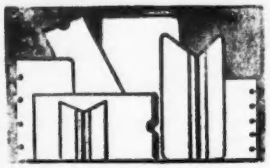

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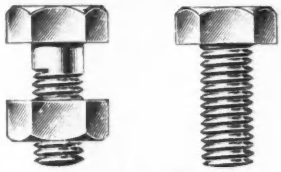

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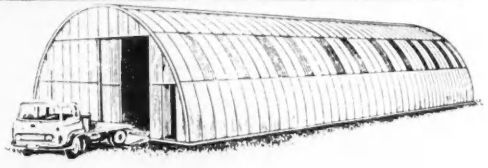

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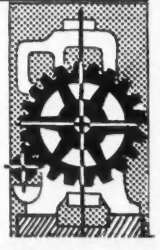

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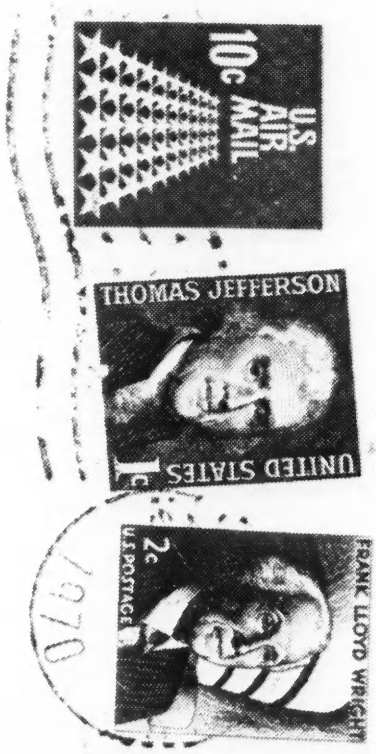

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